





## NEWS SUMMARY

## Ship's surveyors criticized work

Lloyd's surveyors were unhappy with the welding and workmanship on the bulk carrier *Derbyshire*, the public inquiry into her sinking was told yesterday by the lawyer representing relatives of the 44 who died when she foundered in the Pacific seven years ago.

The *Derbyshire* was one of five sister ships built at Haverton Hill yard, Teesside. Under cross-examination on the sixth day of the inquiry in London, Mr George Hodgson, who was in charge of welding at the yard, said he had received no complaints from the surveyors during building. He was proud of the standard of workmanship. The inquiry continues today.

## Boy gets 7 years

A boy who attacked his deputy headmaster with a roofing hammer in a planned assault was sentenced to seven years' detention yesterday.

The boy, aged 14, hit Mr Christopher Gisham, aged 55, so hard that the hammer was embedded in his skull, Liverpool Crown Court heard.

Judge Campbell sentenced another boy, aged 15, who helped to plan the assault in the toilets of Priory Community Comprehensive, Anfield, to five-and-a-half years in detention.

## Family's legal win

The parents of John Williams, who died five years ago after being injected with a painkilling drug, won an unprecedented legal victory yesterday when, at a third inquest, they succeeded in having his death certificate altered by Dr John Harrie, the Bedfordshire coroner, to record that he died from a drugs overdose.

Last year a jury at St Albans Crown Court convicted Gary Austin, from Stockwell, south London, of the manslaughter of John, aged 19. He was jailed for 15 months.

## Pupil must walk

The law lords have refused permission for the parents of a Devon schoolboy to appeal to the House of Lords against a ruling that he is not entitled to free transport for his 5½-mile return trip between home and school.

Mr Justice Mann, sitting in the High Court on April 13, upheld Devon County Council's decision not to provide free transport for Christopher George, aged nine, of Thornbury, near Holdsworth, north Devon, saying that a normal healthy boy of his age should be able to walk.

## Owen's rally

Dr David Owen said last night that an important reason for resisting merger with the Liberals was that as Social Democrats he and other MPs in the party stood a better chance of retaining seats that had once been held by Labour.

Addressing a rally for his fledgling Campaign for Social Democracy in Islington, north London, the former SDP leader asserted that the alliance of his party with the Liberals had been a success.

## Smaller harvest

Mr John MacGregor, Minister of Agriculture, Fisheries and Food, disclosed yesterday that this year's cereals harvest is expected to total 21.14 million tonnes, rather than 23 million tonnes as originally forecast.

He said a consultation document encouraging farmers to reduce their production of cereals would be issued soon.

The common agricultural policy had to be redirected to achieve genuine reductions in surplus production, he said.

## Heavyweight rescue

A grandmother weighing 37 stone was recovering in hospital yesterday after ambulance officers took more than three hours to move her from her house.

It was the second time that Mrs Sylvia Leysen, aged 43, who complained of stomach pains, had been rescued from her home by emergency crews.

Last year fire officers had to rip out part of the front wall of her house in Louisa Place, Cardiff, because she was too big to go through the front door.

## American order boosts Britain's 'mini airliner'

By Harvey Elliott  
Air Correspondent

British Aerospace yesterday won an £80 million deal with the American airline Wings West for up to 30 Jetstream "mini airliners".

The Americans will buy 15 of the 19-seat commuter aircraft, to operate in the highly competitive western states, with the option to buy a further 15 if the expected growth in traffic materializes.

The Jetstream is British Aerospace's main money spinner in its loss making civil aircraft division. Nearly 200 of the twin turbo-prop aircraft

have been sold worldwide, most to the United States. About 70 per cent of the aircraft, in value terms, is made in Britain, although the engine is an American built Garrett because Rolls-Royce has nothing available to fit.

Wings West, which operates in close partnership with American Airlines, recently bought 10 68-seat British Aerospace ATP turbo props and said yesterday that the Jetstream "stood in a class by itself". No American built rival could compete with its efficiency in the hot and mountainous areas of California and Nevada.

The civil division of British Aerospace lost £49 million in the first six months of this year, largely because of the dollar exchange rate changes and losses on the Airbus and the four engine jet, the 146.

The Jetstream, however, is now making money, both in direct costs and in repaying the long term investment, and is seen as the aircraft to spearhead the division's return to profitability.

● An erratic defence communications satellite which provided Britain with essential data during the Falklands campaign has come to the end

of its useful life (Sheila Guma writes). Skynet 2B, launched in 1974, is drifting into the earth's atmosphere, where it will eventually burn up. It was never an overwhelming success, largely because its orbit proved impossible to control.

The Ministry of Defence said yesterday: "It never worked very well because it kept bobbing about. It is very difficult to get hold of on the radio and we do not get a very reliable service out of it. It is at the end of its useful life now."

Once its controllers learnt its moods they were able to

make use of it at certain times when the aerial was facing in the right direction, and the ministry recognizes that it provided a "valuable communications link" with the south Atlantic during the Falklands campaign.

The life of such satellites is usually about seven years, and Skynet 2B is something of a veteran at more than 13 years old. It was part of a satellite programme which began with the launch in 1969 of Skynet 1A, which was in service for only two years. Its successors Skynet 1B and 2A were both

lost because of rocket motor failure, and in 1975 the programme was scrapped in favour of American or Nato satellites.

Lack of room on other nations' space hardware has led to plans for a new generation of Skynet 4s, but their launch has been dogged by the American space shuttle disaster and problems with the Ariane launching system. The first of the Skynet 4s is not expected to be carried into space until November next year.

Eventually the ministry, which spends £100 million a year on space projects, hopes to have four Skynets circling the earth.

## Industry policy will concentrate on smaller businesses

By Richard Ford, Political Correspondent

A drive to improve the quality and marketing of goods made by small to medium sized British companies will be at the centre of the Government's revised trade and industry policy, announced yesterday.

The Department of Trade and Industry is to lead an offensive to ensure that Britain's interests and standards "win" by the time a single European market is created in 1992.

Details of the reviewed aims and objectives of the department are unlikely to be complete before Easter but the need for companies to improve product design and quality, create better links with schools, and encourage management and business education are being given high priority by Lord Young of Grafton, Secretary of State for Trade and Industry.

He aims to improve morale at the department by marketing and advertising the positive assistance it can give industry, in the hope that this will rid it of its image of existing to help lame duck industries. Lord Young said yesterday that British industry was having its best time for decades and "we see it as our

task to help this go on its way".

The department would not produce grand strategic plans but would encourage companies to employ more consultants and seek better help in such areas, he said.

Companies with a turnover of between £1 million and £10 million would get particular attention. "The large companies know what this department offers, but the small to medium firms have not got the time to divert people to find out. We want to reach out to them to help them improve marketing design and quality control."

"It is not 'Listen to big daddy government' but encouraging firms to pay attention to design and quality. I hope we will be in the future going out to firms much more to say: 'Hey, if you don't improve your design or get very much better quality you are in danger of losing your markets'."

Lord Young denied that the review was part of a cost cutting exercise, but his proposals were dismissed by Labour Party as the final abandonment of an industrial strategy in favour of rhetoric.

Mr Bryan Gould, the Opposition trade and industry spokesman, said: "Mrs Thatcher has got through seven secretaries of state for trade and industry. Now she has found her ideal who believes the department should do nothing and is eager for further cuts in a budget which has already been slashed by more than a half."

Lord Young's plans were greeted by Civil Servants yesterday as "more of the same" (David Walker writes).

Sources pointed out that, before Lord Young was appointed Secretary of State for Trade and Industry in June, the expenditure of the department had declined from £3.3 billion in 1981-82 to an estimated expenditure of £1.2 billion this year. Projections published in January show the department's outlays decreasing to £1 billion by the end of the decade.

Regional development grants and general support for industry declined in value from £761 million in 1981-82 to £277 million in 1987-88, and sources said that further savings would have to come from support for research and development.

## Young warns his opponents

Lord Young of Grafton said yesterday that the battle to prevent him becoming the next chairman of the Conservative Party could force the Prime Minister to appoint him whether she wants to or not (Our Political Correspondent writes).

He said the question of the party chairmanship was still hypothetical. The Prime Minister had not raised the matter.

He had not asked for the job, but said that if his opponents were not careful Mrs Thatcher might be forced to appoint him.

Referring to the behind-the-scenes conflict about the chairmanship, he added: "I keep reading even the bizarre suggestion that I want to be deputy prime minister... that this is really about the succession."

Opponents of Lord Young becoming party chairman have suggested that the scale of reorganization needed at the Central Office could not be combined with so arduous a Cabinet portfolio as trade and industry.

Lord Young said he would consider whether he could do both jobs if and when he were offered the chairmanship by the Prime Minister.

## Sinn Fein candidates scorn oath

Two Sinn Fein candidates in next week's Belfast City Council by-elections yesterday poured scorn on the Government's plan to make local politicians take an anti-violence pledge.

Mr Frank McCann and Mr Martin O Muilleoir said that such a pledge would not deter them from standing for office to represent the nationalist community.

Mr O Muilleoir said that the pledge was hypothetical, but if it came into force he would have no difficulty in making the declaration. A government discussion paper issued on Monday suggests that candidates in local government and assembly elections should declare and undertake that if elected they would neither support nor assist the activities of any organization proscribed by law in Northern Ireland.

Sinn Fein is fighting two seats in the republican districts of Upper and Lower Falls, vacated by Alliance councillors.

● An Ulster businessman was recovering yesterday after being tortured and burnt in his home at Ballyhalbert, near Bangor, Co Down, by three robbers one of them disguised as a policeman. Mr George Donnon, aged 37, had three fingers broken when the gang took goods worth more than £40,000.



The Princess Royal shovelling coal she had hewed herself after inaugurating a drift named after her at the Chatterley Whitfield Mining Museum in Stoke-on-Trent yesterday.

## 'Racist' job survey defended by MSC

By Tim Jones

The Manpower Services Commission yesterday defended its decision to carry out an ethnic survey of Job Centres which has been condemned by Britain's biggest Civil Service union as a "racist exercise".

Civil and Public Services Association members at 23 of the 111 offices where the survey is being conducted have decided from today to strike until the exercise finishes in 10 days.

The commission is hoping that in spite of the action, the offices, 22 in London and one at Toxteth, Liverpool, will remain open.

Mr David Jones, a spokesman for the union, said members were also disillusioned because there had been no tangible benefit from a similar survey conducted last year "allegedly to improve the service for ethnic minorities".

He added: "One of the union's main demands for more staff to be employed to give a proper service to these people was ignored because of

government cut-backs".

Mr Jones added that many union members thought that such an exercise would cause particular harm in sensitive inner city areas.

The commission denied that the "ongoing" survey had any racial connotations and said it helped to determine whether employees were guilty of prejudice in their recruitment policies.

A spokeswoman said the survey, which was voluntary, was designed to discover what people of Asian or Afro-Caribbean origin, or white people thought of the Job Centres and how they thought its services could be improved.

● A founder member of the breakaway Union of Democratic Mineworkers said yesterday he had no intention of "defending" himself against moves to expel him from the Labour Party to which he has belonged for 15 years.

Accusations that Mr David Prendergast "discredited" the party will be laid next month.

## Killer of lodger jailed for life

By Ruth Gledhill

A man was jailed for life yesterday for murdering his lodger with a crossbow. Three years ago he completed a prison sentence for holding two people hostage with a similar weapon.

Bernard Clewett, aged 58, bought another crossbow from a high street shop shortly after he was released from prison.

Clewett, sentenced at the High Court in Lincoln, fired the crossbow from a distance of three yards into the chest of Mr Geoffrey Fawcett, aged 27, who died the next day. Clewett was convicted after a seven-day trial.

The men first met when they had shared a cell in prison.

Mr Stephen Coward, QC, for the prosecution, said Clewett carried out the murder because he wanted Mr Fawcett out of the house.

After the trial Mr Andrew Mitchell, Conservative MP for Gedling, said: "I will be urging the Home Secretary to take a further look at radically restructuring the availability of crossbows."

Mr Martin Brandon-Bravo, Conservative MP for Nottingham South, said the Home Secretary should consider whether crossbows should be licensed.

The Home Office estimates that 200,000 people own crossbows in Britain.

Membership of crossbow shooting clubs numbers only about 3,000, so it is thought that the other owners either engage in casual target shooting — or hang the weapons on the wall as a form of decoration.

Modern crossbows can fire a tungsten-tipped bolt accurately to within four inches at 200 yards, making them as deadly as a rifle. An increasing body of opinion feels this is how they should be regarded by the law.

Incidents involving crossbows have been steadily increasing over the past two years, particularly since the film *Rambo* starring Sylvester Stallone, which features crossbows in jungle warfare.

Mounting concern led Mr Peter Bruinvels, until the election Tory MP for Leicester East, to sponsor a private member's Bill which in July this year became law as the Crossbow Act 1987, and brought in restrictions on ownership.

However, they apply only to children under 17, who are prevented from using crossbows, unless supervised by an adult over 21 in a shooting competition.

## Actor's head injury puzzle



Mr Ward being comforted by his wife, Alexandra, yesterday

Simon Ward, the actor, is recovering after an emergency operation for head injuries thought to have been sustained in an attack or an accident.

Mr Ward, aged 45, said yesterday that he could remember practically nothing about the incident which took place two weeks ago.

"I think I got home and opened the sitting room door of our flat when I was struck upon the head," his wife, Alexandra, said. "I found Simon unconscious on the drawing room floor. I thought he had fainted but I put it down to tiredness and stress. Later I thought that he might have fallen over."

Police have been called in to investigate.

## World chess championship

## Sturdy defence marks passive clash

By Raymond Keene  
Chess Correspondent

The first game in the world chess championship in Seville, Spain, was drawn on Monday after 30 moves. Anatoly Karpov, the challenger, drew the advantage of playing White but could make little impression on Gary Kasparov's sturdy defence.

The opening was a Grünfeld defence which duplicated that of game 13 from their match a year ago. Kasparov varied from his handling of that game with an improved twelfth

move, but Karpov still seemed to establish a slight edge based on his superior control of space in the centre and on the King's flank.

Around moves 16 and 17 Karpov began to play passively. The logical course would have been to attack against the Black King by playing the move g4. Instead, the former champion systematically transferred his pieces to the other side of the board.

Between moves 22 and 24 Kasparov appeared to invite a draw by repetition of position.

Karpov at first rejected this tacit peace offer by an energetic twenty-fifth move but soon afterwards Karpov had to acquiesce in sharing the point.

Before this game Karpov had announced that Kasparov's accusations against him in his new autobiography, *Child of Change*, had stoked up his anger to just the right degree to play optimally aggressive chess, but this first game saw little evidence of such aggression.

The second game will be

today with Kasparov playing White.

Monday's moves:		16 Rf1	Bf6
White	Black	17 Sf3	Rf7
1 d4	Nf6	18 L3	Rac8
2 c4	g6	19 Qd2	Nc6
3 g3	g5	20 Qx2	a6
4 Nf3	Bg7	21 Be2	Qe7
5 Bg2	0-0	22 Nf1	Nd4
6 cxd5	cx-d5	23 Nc3	Nc5
7 Nc3	0-0	24 Nf1	Nd4
8 Nf3	Nf7	25 Rc5	Nd7
9 0-0	Nc8	26 Rxc7	Rc7
10 Nf3	Nc8	27 Nc3	Nc6
11 Bc3	Bd7	28 Nf1	Nd4
12 Bf2	Bd7	29 Nc3	Nc6
13 e4	Nc7	30 Nf1	
14 Nxd7	Cx7		
15 e5	Rf8		Draw agreed

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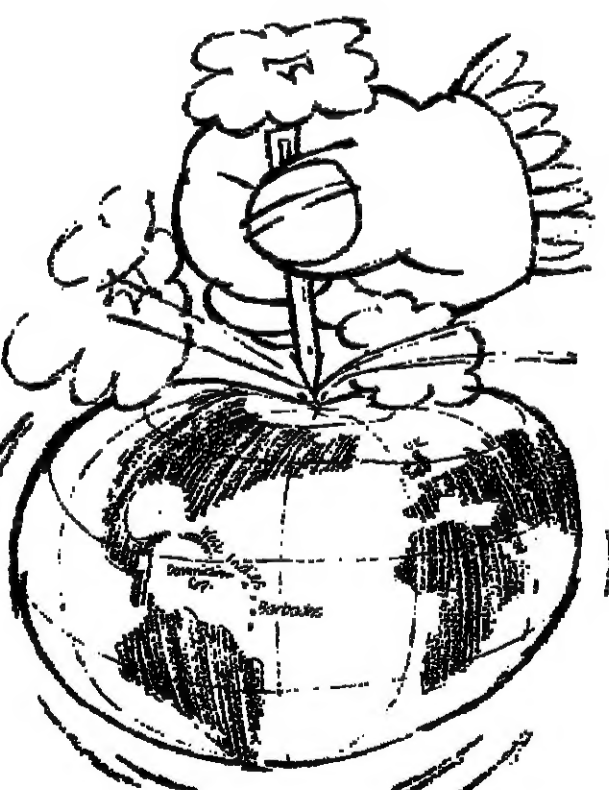
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## Recruits gassed and beaten with bats, court martial is told

By Craig Seton

An army drill sergeant put an ammunition bag over a recruit's head and forced him to kneel over burning CS gas pellets because he had failed a locker inspection, a court martial was told yesterday.

Sergeant David Miller, aged 33, a general instructor with The Devonshire and Dorset Regiment, also laughed as a corporal beat soldiers on their bare buttocks with a baseball bat after they had been locked in a room without respirators as CS gas was set off.

The court martial, at Tern Hill Barracks, near Market Drayton, Shropshire, heard that on another occasion the sergeant and a lieutenant stood by as Corporal Bart Thomas, of The Royal Regiment of Wales, hit recruits with a baseball bat during a mattress inspection.

Sergeant Miller, based at The Prince of Wales's Division depot, at Whittington Barracks, Lichfield, Staffordshire, has denied six charges contrary to the Army Act between January and May last year.

He faces two charges of failing to prevent ill-treatment of soldiers subject to his control as a platoon sergeant. He is also charged with ill-treating Private Simon Freeth by placing a bag over his head and exposing him to CS gas; kicking Private Andrew Beardmore; striking another soldier with a peace stick; and improperly exposing soldiers under his control to CS gas without the protection of respirators.

Private Beardmore, aged 19, of The Royal Hampshire Regiment, who is serving 28 days in Army custody for being absent without leave for

a fourth time, said he was at the Lichfield barracks when Private Freeth had an ammunition bag placed over his head by Sergeant Miller for failing a locker inspection.

He said Sergeant Miller forced the young soldier to kneel and then ignited CS gas pellets in an ash tray which he pushed underneath the private's face.

He said: "Freeth was getting panicky. He was coughing. When he was released he went to the window to get some fresh air. His eyes were watering and burning." Corporal Thomas and a Lieutenant Peter O'Sullivan were present but did not take part.

Private Beardmore said that during a visit to the Warcop close quarter army range in Cumbria last year, recruits from Sergeant Miller's Platoon were locked in an accommodation building by Corporal Thomas, who took away their respirators and



Sergeant Miller, who denies ill-treating young soldiers.

then set off CS gas he had brought in. "We were gassed. We crowded round small windows and tried to breathe that way."

Twenty minutes later, he said, recruits were called one by one into an adjoining room. "We were told to take down our trousers and underpants. We were forced to bend over a table individually and then hit by Corporal Thomas with a baseball bat on the rear. Sergeant Miller was laughing in the background. He was joking with Lieutenant O'Sullivan."

Asked by Mr Lee Masters, civilian counsel for Sergeant Miller, why he did not complain, Private Beardmore said: "There was too much risk of revenge". He agreed he was not happy in the Army and he had been absent without leave four times, including one escape from custody, but denied that his allegations were to excuse his own behaviour.

He also said that when 40 recruits were lined up in a corridor at the Lichfield barracks for a mattress inspection, Sergeant Miller stood by as Corporal Thomas walked up and down swinging a baseball bat. Seven or eight recruits were hit as they held mattresses in front of them. He had been hit once in the stomach.

Under cross-examination he said he did not complain because he assumed it was normal treatment in the Army.

Private Sean Thomas, now stationed in Northern Ireland, told the court martial he was among those punched during the mattress inspection.

The hearing continues today.

## Hyde Park bomb trial told of cache Woodland dustbins hid IRA explosives

An IRA explosives cache containing the fingerprints of Gilbert McNamee, the alleged Hyde Park bomber, was found by chance in a Berkshire wood, the Central Criminal Court was told yesterday.

Mr Martin Heslop, for the prosecution, said Mr Timothy Sheldon, an estate worker, stumbled upon "one of the most comprehensive collections of terrorist equipment ever discovered in Britain".

In a statement, Mr Sheldon described how he and Mr Derek Turner, a colleague, spotted the lid of a buried plastic dustbin as they cleared woodland on the Hardwick Estate, Pangbourne, Berkshire, in October 1983.

"The first thing I saw were two Adidas bags," he said. "I removed them and saw a large coil of wire and a plastic bag which contained cassettes with batteries. I realized they were some sort of detonating device and returned them. I saw two walkie-talkie radios wrapped in cotton wool."

Thames Valley Police were alerted and the Army and Scotland Yard's anti-terrorist squad called in. A second bin containing bomb-making materials was found near by.

Mr McNamee, aged 26, an electrician, of Crossmaglen, Co Armagh, Northern Ireland, has denied conspiring to cause explosions in the United Kingdom between January 1982 and January 1984 — including the Hyde Park attack, which killed four men of the Household Cavalry on July 20, 1982.

The Irishman is said to have constructed the remote control bomb detonated by radio as the cavalrymen rode by.

Det Sergeant Ian McLeod, of Scotland Yard, told the



A police marksman taking up his position outside the Central Criminal Court yesterday, where the IRA suspect, Mr Gilbert McNamee, was on trial. (Photograph: Tim Bishop).

and a deadly campaign of violence.

An unexploded bomb bearing Mr McNamee's fingerprints was found by a passer-by, Mr James Kearns, on the pavement in Phillimore Gardens, Kensington, on December 13, 1983, the court was told.

In a statement read to the court, Mr Kearns said he told

a traffic warden about a suspicious bag. He looked inside, saw wires and called the police.

Mr David Horne, the Scotland Yard explosives officer who rendered the device safe by a controlled explosion, said it would have caused injury and probably death if it had gone off.

The trial continues today.

## Portfolio Gold Winners to replace their cars

There are likely to be new cars for the two winners of The Times Portfolio Gold competition, Mr Alan Hackwill and Mrs Vanda Stephenson, who share the £4,000 prize.

Mr Hackwill, aged 71, a retired oil company manager, of Napletons, Stoke Canon, Exeter, said he had been considering replacing his car, so the win was timely.

It is the first time Mr Hackwill, a reader of The Times for 40 years, has won anything and he will be taking out his wife, Joan, to celebrate.

Mrs Stephenson, of Madeley, Hereford, who is married to a semi-retired airline pilot, also had a car in mind when she was told of her win. The family car was getting a bit elderly, she said, so the money could go towards a new one.

It was also the boost she needed to help her over a bout of 48-hour flu. Mrs Stephenson said. She has a daughter, Paula, who is studying for a second degree at The London Hospital and a son, Ewan, who is an electronics engineer in Germany.

Portfolio cards can be obtained by sending a stamped addressed envelope to:

Portfolio Gold, The Times, PO Box 40, Blackburn, BB1 6AJ.

## Poem protest

Mrs Mary Whitehouse, the television clean-up campaigner, has written to the Home Secretary demanding the resignation of Lord Thomson of Monifieth as chairman of the Independent Broadcasting Authority because of its decision to allow the transmission of a poem recital containing a stream of obscenities.

## Fordingbridge murder trial

### 'Family dead before fire'

By Michael Horsnell

One of the men accused of killing members of the Cleaver family at a country house in Fordingbridge, Hampshire, allegedly told police he believed the victims were already dead when he threw lighted firelighters at them.

George Daly said he had been told they were dead by his co-defendant, George Stephenson, former bandyman to the Cleaver family.

Mr Daly, aged 25, said the killings at Burgate House resulted from a robbery which went wrong.

Tape recordings of interviews allegedly given by Mr Daly, an unemployed man from Coventry, shortly after the killings in September last year, were played to the jury on the seventh day of the trial at Winchester Crown Court.

Mr Daly said in the alleged interview: "No one was meant to get hurt, no one should have got hurt. When Stephenson told me to burn everyone, everyone in my mind was dead and to burn it just

seemed like the only way not to get caught."

Mr Joseph Cleaver, a retired publisher, and his invalid wife, Hilma, both aged 82, their son, Thomas, aged 47, and Mrs Margaret Murphy, aged 70, the family nurse, were burnt alive at their home on September 1, 1986. Mrs Wendy Cleaver, aged 46, Thomas Cleaver's wife, was allegedly strangled after being raped by the three defendants.

Mr Stephenson, who lived in a flat in the grounds of the Cleaver home, and George Daly, of Deedmore Road, Coventry, deny the murders, rape and killings. John Daly, aged 21, also of Deedmore Road, Coventry, has admitted rape and robbery.

Describing in his taped interview the burning of four of the victims, George Daly allegedly continued: "I was half way up the stairs and I threw it into the bedroom where the four people were. When I threw it, it just went up in a big flash. The petrol

flames that had gone into the air came out as a roll of flame."

Earlier Mr Daly had broken down as he described the rape of Wendy Cleaver. He said Mr Stephenson had taken her out of the master bedroom where the others were.

When he reappeared he was carrying a shotgun and "said something about we all had to do it". Mr Daly said that although he got on the bed he felt sick and did not know whether he had also committed rape.

Then, Mr Daly allegedly told police, his "little brother John" went into the room with Mr Stephenson but came back crying.

Mr Daly, who allegedly told detectives that he had tried not to hurt the family when he tied them up, added: "When we went to the house I thought it was just to get money, bits and bobs, and leave them alone in peace".

The case continues today.

## Rioters 'tried to smoke out staff'

By Kerry Gill

Rioting inmates tried to smoke out prison officers trapped in a cell at Barlinnie Prison, Glasgow High Court was told yesterday.

The officers smashed the windows in cell 314 to get air and broke pipes for water to cook blankets, Mr George MacKay said.

A blazing mattress was pushed against the cell door and when that failed to smoke out the five officers, the rioters tried to break down the door using bed ends and shouted: "We are going to kill you".

On trial are David Dickson, Hugh Michael Twigg, Peter Cocherane and Allan Dixon McLeish, of Barlinnie Prison, David Cocherane, of Aberdeen Prison, William Marshall, of Peterhead Prison, Stephen McCartney and John Barrie, of Perth Prison, and John Arthur Downs, of Saughton Prison, Edinburgh.

All nine deny 39 charges arising from the siege which lasted from January 5 to January 10, this year, including mobbing, rioting and the attempted murder of 112 prison officers and three firemen.

Two other men, John Whyte, of Elbank Street, Glasgow, and Duncan Kirk Jonsone, of Fowey Hall, Fowey, Cornwall, who did not answer bail, have had warrants issued for their arrest.

Mr MacKay, aged 45, said he and three colleagues went into the cell on January 5 after barricades blocked their escape from the third floor and prisoners started hurling missiles.

The officers were later joined by a colleague, Mr John Kearney, who had been struck by a bed.

About 20 officers in riot gear entered the hall to try to rescue the trapped men and quell the trouble.

The next day the prisoners were able to grab one of the officers, Mr David Flanagan, who was beaten with a stick. Mr MacKay said.

The trial continues today.

## Cleveland doctors praised

The doctors involved in the Cleveland child sexual abuse controversy received strong support yesterday.

Dr Peter Morrell, a consulting paediatrician, paid glowing tributes to Dr Marietta Higgs and Dr Geoffrey Wyatt, his colleagues at Middlesbrough General Hospital.

He told the inquiry into the affair that Dr Higgs's clinical ability was "beyond reproach". He said that Dr Wyatt's tireless enthusiasm had "transformed" the care given to children in Cleveland.

The doctors have been accused of being cold and unsympathetic to parents of suspected sexual abuse victims but Dr Morrell said they were very caring and compassionate towards families.

Dr Isabel Grant, one of the four child doctors at Middlesbrough General Hospital, told the inquiry that she had happily referred some of her patients to Dr Higgs.

The inquiry continues.

## Bible may top world record

By Sarah Jane Checkland

Art Market Correspondent

Christie's is drumming up interest in a Gutenberg Bible, the first substantial printed book, by sending it on a whistle-stop world tour.

The fifteenth-century volume was coveted in Tokyo, has been on show in London over the past two days and will be returned to New York for sale on October 23.

The bible, comprising the First Testament from Genesis to Psalms, comes from the Estelle Doherty collection of rare books, estimated to fetch

\$20 million from six sales over the next 18 months.

Mrs Doherty, the wife of an American oil magnate, was a devout Catholic and philanthropist. She left the books to the St John's Seminary in Los Angeles on her death in 1958, with the option that the seminary could sell after 25 years.

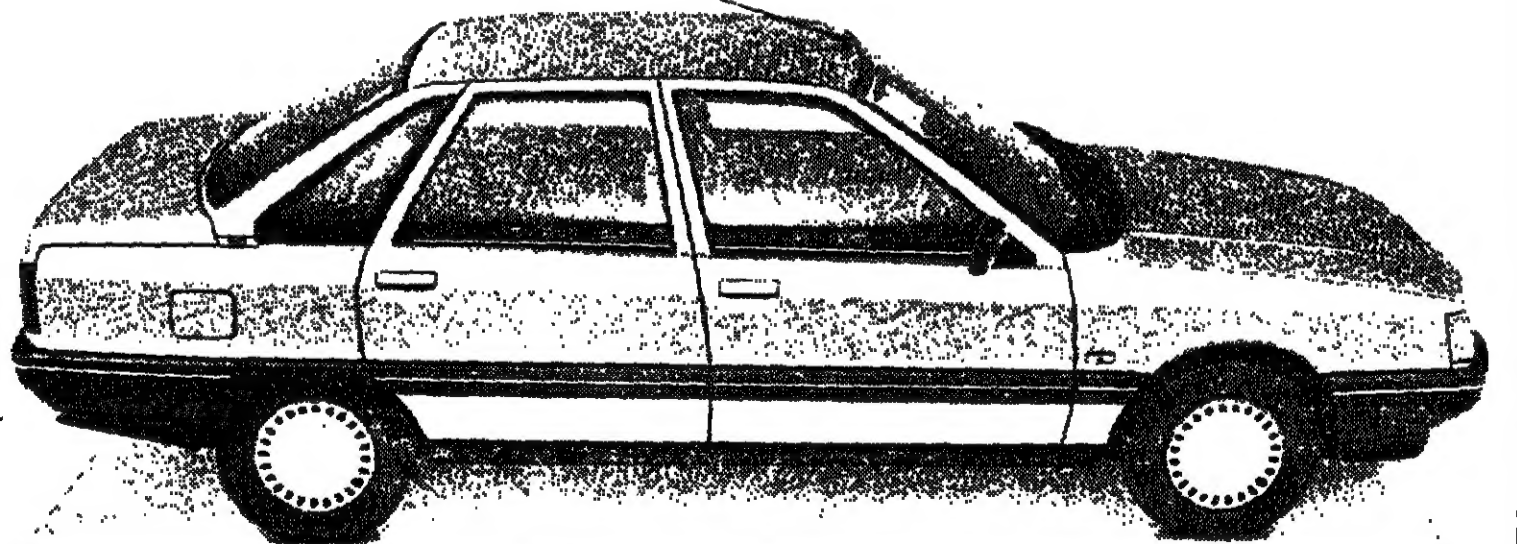
Mr Stephen Massey, Christie's book expert, said: "In

some respects it's very sad they decided to turn the paper into cash. But you can understand them doing so when you think of the problems facing the priesthood."

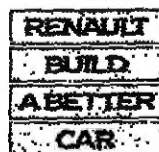
The bible, in its original leather binding and protective steds, is in excellent condition. Its vellum pages turn with a satisfactory crispness; its individually-painted illuminations are colour fresh.

Mr Massey thinks its price may top the world record for a bible \$2.2 million for another Gutenberg, both Old and New Testaments, sold by Christie's in 1978.

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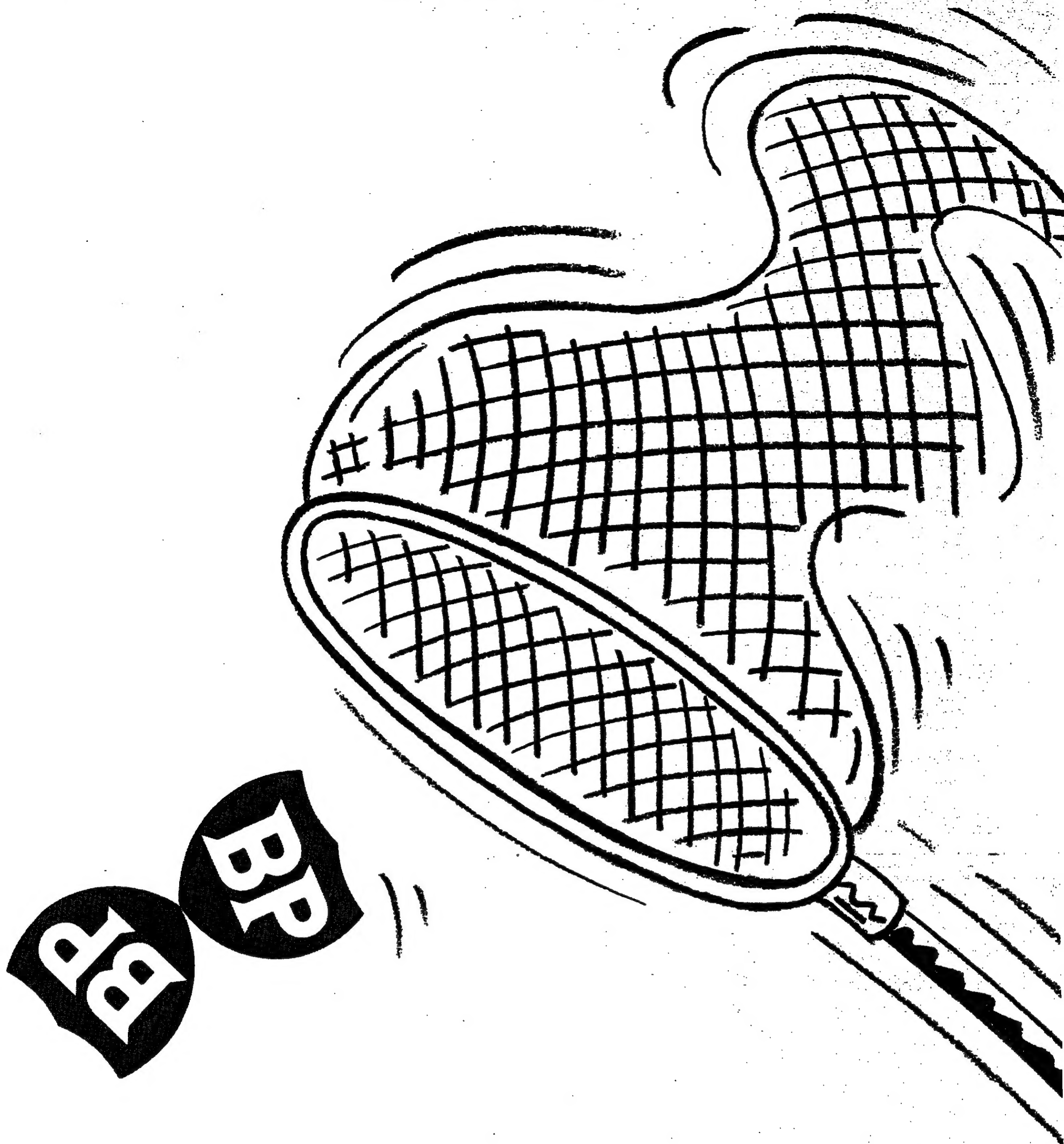
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Figure quoted is weekly equivalent of 30 months rental over 36 month period on Renault 21 TL after payment of 3 months rental in advance based on once correct at time of going to press. All contract hire rentals are subject to VAT. Offer applies to business users only and is subject to credit status and availability. RENAULT recommend 15W/40 lubricants.





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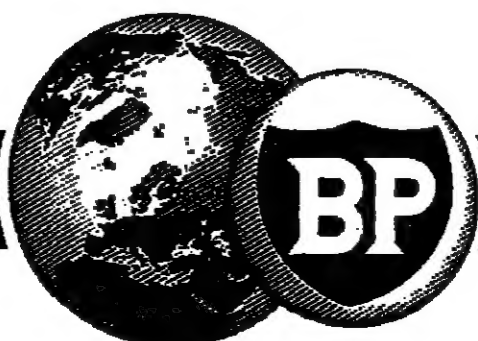
Tuesday, October 20th. And you'll have until 10.00am on October 28th to buy the Government's remaining shares in BP on the special Offer terms.

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**By Frances Gibb, Legal Affairs Correspondent**

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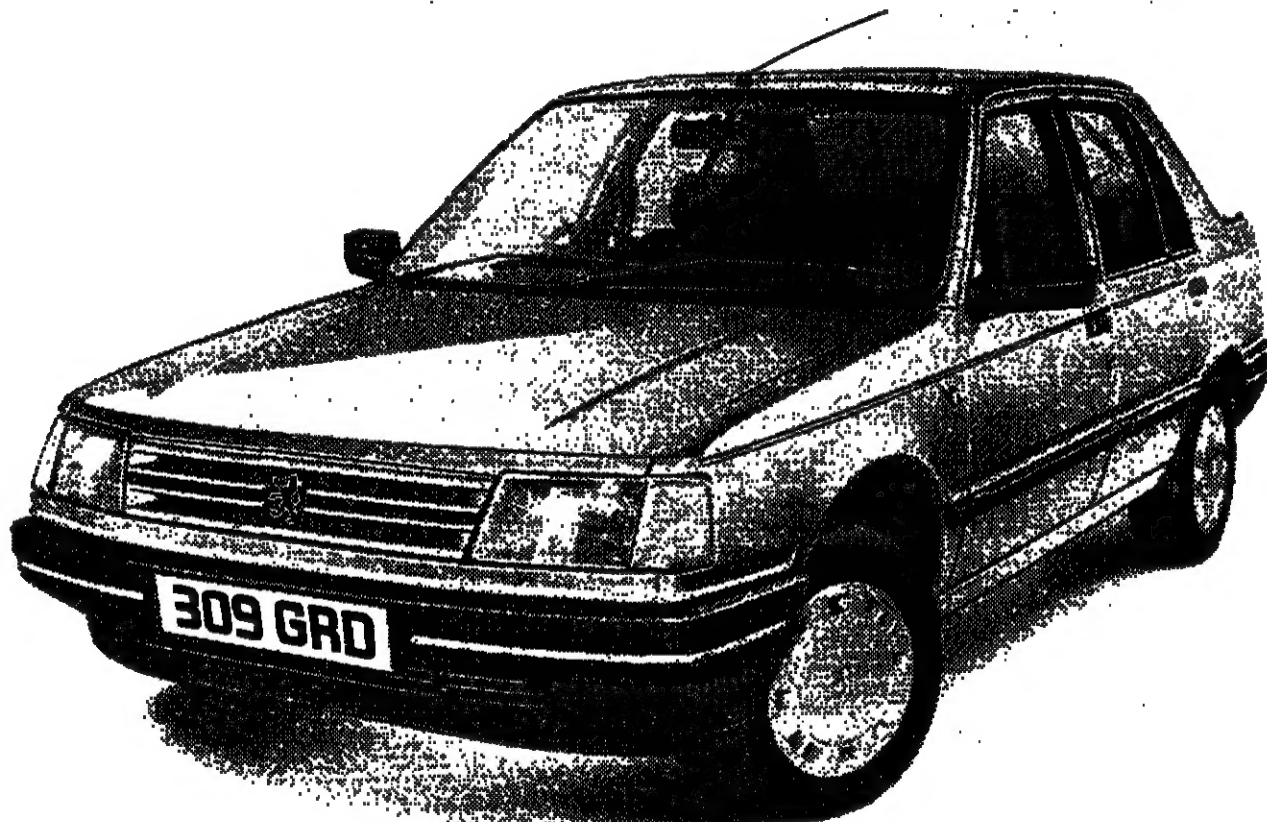
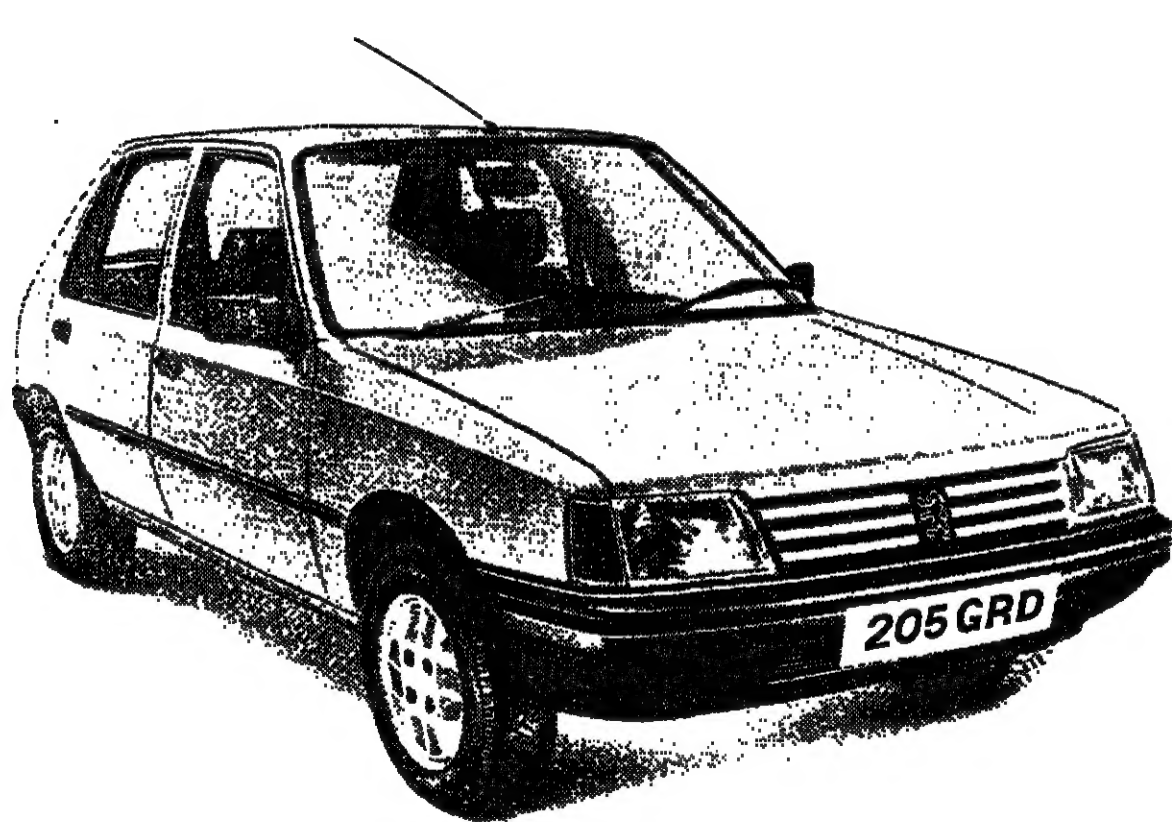
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Or, put it another way, at 56 mph you could drive your 205 for nearly 800 miles on a single tank.

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## Auctioneers should pay full art VAT, says dealers' group

By Sarah Jane Checkland, Art Market Correspondent

A group of British dealers has broken the art world's united front on the issue of VAT standardization on art works throughout the EEC.

The London and Provincial Art Dealers' Association has welcomed a proposal opposed by the rest of the British art trade. Instead of demanding that EEC regulations are brought into line with Britain's arrangement, whereby VAT is charged only on the buyer's premium at auction, the association has called for British auctioneers to be forced into line with the dealers, paying the full 15 per cent VAT on the total cost of works sold.

The association represents 600 members from the dealing and shipping profession, and its stand could influence decision makers at the EEC Commission.

The other large groups of art dealers, the British Antique Dealers' Association (420 members) and the Society of London Art Dealers (50) are standing firm with the auctioneers. They say that the introduction of full VAT on the auction price would force the art trade from London to New York or Geneva, where

VAT is not payable. The EEC Commission's brief is to harmonize VAT practice within the EEC by 1992, a tall order because each country has its own arrangements. The latest discussions between representatives of each country and EEC commissioners takes place tomorrow.

Options so far discussed have included the full payment of VAT; the payment of VAT only on the dealers' margin of profit, a proposal dropped after a test case in the European Commission; and a notional tax, based on 30 per cent of the retail price, which the association objected to because of the complex paper work involved.

The latest suggestion by the commissioners is a complex "tax on tax" scheme regarded by all concerned as a bureaucratic nightmare and so far resisted by the Government. The association is the one significant group of dealers not represented at the EEC meetings. Its statement, published in its newsletter, is motivated first by resentment towards unregistered dealers, who the association says outnumber registered dealers six

to one. Under the association's proposals, unregistered dealers would be denied their principal source of VAT-free stock.

Mr Philip Broadbridge, the secretary, said: "The registered dealer suffers most from the inequitable way the tax is applied. He is caught between the auctioneers on the one side and unregistered dealers on the other."

Auctioneers enjoyed an unwarranted tax advantage. "They have been wooing the public both to buy and sell, and we run the risk of being virtually wiped out. We have been saying for some time that everyone should operate on the same tax basis and then it's up to the individual to succeed."

Mr Christopher Clarke, president of the British Antique Dealers' Association, defended the auctioneers, saying: "They are bringing a lot of artworks into this country from abroad and that's what makes us the centre of the art market". He said that if the auctioneers had to pay full VAT on imports, they could be forced to move their trade to New York or Geneva.



Michael Caine, who will be back on the small screen next autumn after an absence of more than 20 years from television drama to star in Jack the Ripper, a Thames Television serial. He will play the inspector investigating the killings of 1888. The director, David Wickes, believes he has discovered the murderer's identity. (Photograph: John Rogers).

## Haemophiliacs urge fund for Aids sufferers

By Thomson Prentice, Science Correspondent

The Government was accused yesterday of being "insensitive and uncaring" towards 1,200 haemophiliacs who have been infected with the Aids virus through the health service.

The sufferers and their families were described as the victims of a hidden tragedy at the launch of a campaign to win them state help, including a fund to protect their dependants.

The Haemophilia Society is seeking an urgent meeting with Mr John Moore, Secretary of State for Social Services, to discuss special benefits and insurance schemes for members infected with the human immunodeficiency virus (HIV).

Already 60 of the 1,200 have developed the disease and 45 have died. About 200 of those infected are children or teenagers, and several hundred others are under 35 years old.

All were infected through contaminated Factor VIII, a blood-clotting factor necessary to treat their inherited condition. The product, now heat-treated for safety, was imported from America because Britain could not make enough of its own.

Dr Peter Jones, director of

the Newcastle Haemophilia Centre, said yesterday: "I am seeing people who are ill and dying as a direct result of their medical treatment, and who are trapped by government inertia. This disaster is producing exactly the same sort of tragedy and misery as did the events at Zeebrugge and Hungerford, but on a much bigger scale." Mr Simon Taylor, an executive member of the Haemophilia Society, said the only response so far from the Department of Health and Social Security was that claims for compensation had to be pursued through the courts.

Haemophiliacs carrying the Aids virus could not get life insurance or mortgage protection because they were "bad risks", and those suffering from Aids needed extra money to meet the costs of caring for them at home. "I don't believe that a caring Government can stand by while widows and children are thrown out of their homes."

Magistrates at Marlborough Street court, London, yesterday suspended a prison sentence imposed on Wayne Connolly, aged 24, an Aids victim who admitted stealing music cassettes from a London store, after being told that he had less than a year to live.

## Complaints over holidays upheld

By Richard Evans, Media Editor

The summer holiday season has ended with the Advertising Standards Authority upholding a torrent of complaints about misleading and inaccurate travel brochures and advertisements and not so "free" holidays.

In one case a winter holiday brochure issued by Airtours Ltd, of Helmsford, Rosendale, included a photograph of apartments different from those on offer in Malta - because the real apartments had not been completed; wrongly claimed the apartments had fully equipped kitchens and misled people about the number of local sandy beaches.

Another successful complainant pointed out that Blakes Holidays, of Wroxham, Norfolk, boasted a network of beautiful lakes "offering 200 cruising miles". In fact there are fewer than 130 miles of navigable channel.

Thomas Cook was tripped up by an observant trading standards officer who discovered that people associated with the firm's advertising agency were used in a photograph printed in Cook's newspaper, *Holiday Times*, which encouraged customers to use

the Thomas Cook holiday service.

The authority considered that would lead readers to place unwarranted credence on the opinions expressed in favour of the advertiser and the practice was "open to misconstruction".

Thomas Cook and Thomson Holidays each had two complaints against them upheld by the authority.

Other successful complaints included one against a holiday firm which advertised a 10-day holiday to Yugoslavia as including an excursion to Venice. But when a customer booked the trip she was charged an additional £26 per person.

The authority drew attention last month to sales promotions offering so-called "free" holiday accommodation which failed to make clear that the accommodation was dependent upon purchasing meals in selected hotels at specified prices, but yesterday's report included two more cases.

One of the complaints involved Holiday Ownership Exchange, of Leicester Square, London, which has already had three complaints against it upheld during the past year.

## Firms face revalued rates

By David Walker

Inland Revenue officials are taking the first step towards a tax reform which could prove even more controversial than the poll tax.

Within the next two weeks, two million shopkeepers, managers and traders will be asked to supply the Inland Revenue's Valuation Office with full details of rented commercial premises.

The information will be used by the department to compile lists of non-domestic property throughout England, noting their estimated rental value.

At present, rates for commercial property are based on 1973 rental values. The Government wants these values updated as part of its reform of council finance.

One result could be considerable swings in how much businesses will have to pay in rates, which, according to the Government's plan, will in future be collected nationally rather than by individual councils.

## Council stops £1m poly grant

By John Clare

Leeds City Council is withholding a grant worth nearly £1 million from Leeds Polytechnic because of the Government's plans to free colleges from local authority control.

Mr Geoffrey Driver, chairman of the education committee, said: "We have reduced our commitment to the poly because we are not prepared to give ratepayers' money to an institution which will be taken away from us".

Mr Christopher Price, director of the polytechnic, said he had not been told formally of the decision. The money was needed for essential capital expenditure.

He said the grant's loss also threatened the polytechnic's academic programme.

The Government announced in April that it planned to turn polytechnics into free-standing bodies outside local authority control. Legislation will be included in the new education Bill.

## Newspaper 'lies' put press freedom at risk

Journalists were warned yesterday that they are jeopardizing press freedom by using "distasteful" methods in the pursuit of stories.

Mr Cyril Bainbridge, a member of the Press Council, told the Institute of Journalists' conference at Harrogate that the use of "lies, deceit, unnecessary subterfuge, insensitivity, invention, the fabrication of quotes and even some entire interviews and violation of privacy" were part of a catalogue of allegations against the Press.

He said the techniques used by some newspapers might lead to the setting up of a body to oversee standards.

"Liberties such as press freedom which we have long

enjoyed will not be preserved by the taking of liberties", he said.

It was often claimed that such methods were necessary to obtain stories in the public interest, but that was often used as a first, rather than last, resort.

"And there can be a deal of difference between what an editor might believe to be of interest to the public and what is in the public interest", Mr Bainbridge, editorial data manager of *The Times*, said.

Referring to the proposed broadcasting standards council to deal with complaints of sex and violence on television, he said: "Will a similar body to look at press standards be far behind?"

# "Quick, my reading glasses, the phones ringing"

The trouble with telephones is they're all talk. How much better if you could use them to access information whilst talking at the same time.

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Problem-solving is speeded up because the

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But the 8750 is much more than an advanced phone system. It's a step towards the day when all organisations will have integrated communications systems that can interact with each other. As that day gets nearer it may be useful to remember two things.

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## First Gulf find for Armilla Patrol

# Royal Navy moves into action after discovery of mines

By Michael Evans, Defence Correspondent

The Royal Navy minesweeping force in the Gulf discovered its first mines yesterday on the seabed off the United Arab Emirates port of Fujairah, and launched a remote-controlled mini-submarine to blow them up with explosive charges.

The two mines were detected by the Brecon, one of four British minesweepers now combing a southern section of the Gulf of Oman. Four mines were found by the French last week in the northern area of the Gulf.

Lieutenant-Commander Stephen Gobey, the Brecon's captain, sent down the submersible, a French-designed PAP 104, to confirm that there were mines on the seabed after the vessel's sonar had indicated that there was one and possibly two of the devices on the seabed in about 30 ft of water.

The outline of one mine showed clearly on the mini-submarine's on-board television camera. The second was 300 yards away.

Royal Navy sources said yesterday that the old-fashioned contact mines were on

the seabed because the triggers that were supposed to release them from their sinkers so that they could float about 9 ft below the surface had failed to work. The surface area above the mines was thoroughly swept before action was taken to blow them up.

Since the water was too deep for the Brecon's team of five divers to go down and blow up the mines, Commander Gobey decided to use the PAP 104. The mini-submarine had explosive charges latched to its side which were released near the mines.

The discovery was made a few hours after Mr Ian Stewart, the Minister of State for the Armed Forces, had arrived on board the Andromeda, the command ship of the Royal Navy's Armilla Patrol, which is protecting the minesweepers during their operation in the Gulf of Oman.

Mr Stewart will be visiting all the Royal Navy ships in the Gulf during a brief trip to monitor their progress and to receive a full update on the threat facing British vessels.

Two weeks ago, three of the minesweepers, Brecon,

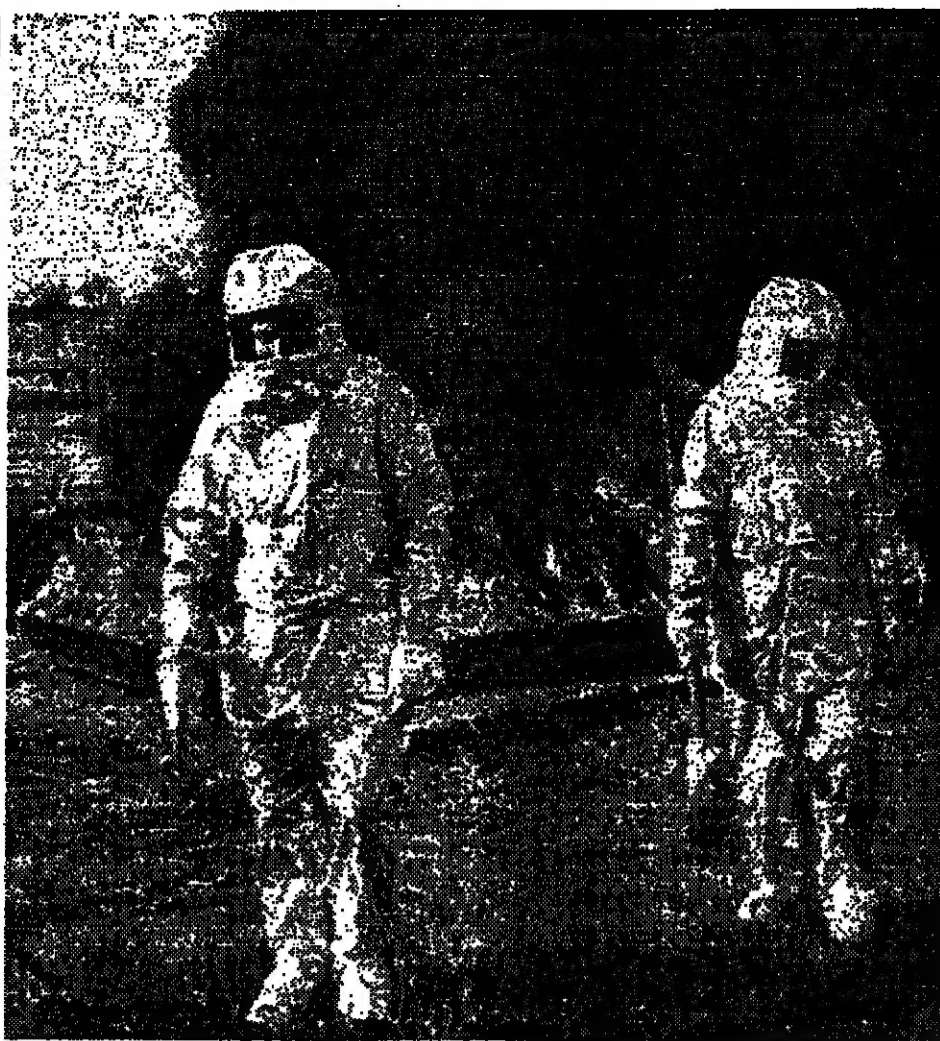
Bicester and Brocklesby, with Andromeda as escort, searched for mines off the island of Abu Musa in the Gulf, after the Americans said they had spotted mines in the water. But nothing was found. Yesterday's discovery was the first positive sighting of mines since the French sweeping operation last week.

The Armilla Patrol's three warships are now all in the region.

● **BAHRAIN:** An unexploded Exocet missile which was defused on board a Japanese-managed tanker was fired from an Iraqi aircraft, regional shipping sources said yesterday (Reuters reports).

The missile was one of two which hit the Panamanian-flag chemical tanker Tomoe-8 on Thursday. The first set the engine room on fire and slightly injured three crewmen. The ship's captain said at the time he did not know who had attacked him.

Another two tankers — the Cypriot-flag Merlin and the Panamanian-flag Mariamb-M — attacked by Iraq in the past four days also have unexploded missiles on board.



Two Soviet firemen wearing asbestos suits walking away from piles of smuggled hashish blocks, worth £12 million, after soaking them in petrol and setting them alight yesterday.

## Chernobyl hero burns drugs

From Christopher Walker, Knapvaen

Western reporters were driven some 25 miles out of Moscow yesterday to watch as blocks of hashish with a street value of £12 million were incinerated under the supervision of one of the heroes of the Chernobyl nuclear disaster.

The scene took on a surreal quality as Mr Nikolai Bocharnikov, one of those who helped to put out the blaze in Chernobyl's crippled reactor, donned an asbestos suit and set light to the seized drug while armed militiamen kept close guard.

The huge consignment of hashish, stamped with a gold

label stating in English "excellent quality", was the first catch by Soviet customs men fighting attempts by smugglers to use the Soviet Union as a transit route for drugs.

As aromatic black smoke from the two blazing piles of petrol-soaked hashish billowed across a fire-fighters' training range here, senior customs officers outlined the extent of the problem first uncovered when the 2,677 lb of hashish was found in a consignment of raisins being shipped by rail from Afghanistan to West Germany.

"Because at that time we had little co-operation with Western police forces, we stopped the consignment rather than tipping somebody off and letting it finish its journey," Mr Yuri Fedoskin, the deputy chief of the Soviet anti-smuggling department, said. "The heroic firemen who dealt with Chernobyl were the only ones willing and able to destroy it for us."

The subsequent discovery of nearly six tons more of hashish in two separate loads earlier this year resulted in Soviet co-operation with Western customs authorities, including the British.

Mr Bob Hawke, the Australian Prime Minister, embarrassed in Vancouver over his reported revelations about the Queen's position on Fiji, yesterday came under attack from opponents at home.

A series of leaks from the Australian Government had said that the Queen was about to announce that Fiji is no longer a member of the Commonwealth. The first leak came from Mr Hawke to journalists in Vancouver.

Mr John Howard, leader of the opposition, said it had been "improper, bordering on tasteless", for Mr Hawke to have pre-empted any statement by the Queen on Fiji.

Mr Ian Sinclair, leader of the National Party, weighed in with similar criticism.

Foreign affairs officials in Canberra meanwhile confirmed the content of a confidential cable received from the Australian High Commission in London on Friday. It read: "A statement from the Queen is likely in the next few days, which will constitute the formal severing of the constitutional link with Fiji."

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## WORLD SUMMARY

## Prisoners stage strike in Sweden

Stockholm — Prisoners at four Swedish jails yesterday went on strike in protest against new rules governing the granting of parole (Christopher Mosey writes).

These were introduced following the escape last week of Stig Bergling, the nation's No. 1 postwar spy, while on "conjugial leave" with his former wife, Mrs Elisabeth Sandberg, at her flat in a Stockholm suburb.

Around 270 prisoners stayed in their cells, refusing to attend shifts in workshops at jails in the towns of Norrköping, Norrtälje, Kalmar and Tidaholm, and threaten to intensify the strike if the new rules remain in force.

Under the new regulations parole for those serving more than three years, who still have more than a year left, can only be granted by the head of the prison administration. This has led to mass cancellations and a huge backlog of cases.

## Runcie plea to Libya

Colonel Gaddafi, the Libyan leader, has been asked by the Archbishop of Canterbury, Dr Robert Runcie, to use his influence to secure the release of his special envoy, Mr Terry Waite, who went missing in Beirut nearly nine months ago (Our Religious Affairs Correspondent writes).

Dr Runcie told Colonel Gaddafi that any steps he could take to ensure Mr Waite's safe return would "earn the gratitude of the Church of England, the British people as a whole, and the Anglican Communion worldwide".

## Iran sale denied

An Afghan resistance leader yesterday denied that Mujahideen guerrillas had sold US-made ground-to-air Stinger missiles to Iran.

Maulvi Mohammad Younis Khalis, leader of the fundamentalist Hesb-e Islami resistance party, described reports that two of his commanders had sold between 16 and 20 missiles to Iran in May for more than £600,000 as "baseless, mischievous and absolute rubbish".

He said he knew nothing about the Stingers and there was as yet no proof that the allegations were correct.

## Comrades embrace

Peking (Reuters) — Comrades from China and Hungary embraced yesterday in a mansion decked out for a queen and spoke obliquely of the upheavals in the communist world that kept them apart for 30 years.

The Chinese leader, Mr Deng Xiaoping paid a rare tribute to the Hungarian Communist Party's leader, Mr Janos Kadar, right — the man who ranks with him as one of communism's most innovative leaders, despite a collective age of 158 years. "We haven't seen each other for 30 years," said Mr Deng, hugging Mr Kadar. "Many things happened in those years... it would have been better if they had not happened," replied Mr Kadar, without mentioning, at least while reporters were present, the Sino-Soviet ideological split of the early 1960s.

## Park charges

Johannesburg — In response to inter-racial violence last weekend in which two white men were stabbed to death, and seven other whites and two blacks wounded, the Johannesburg City Council is planning to restrict access to some parks (Michael Hornsby writes).

The council's management committee has proposed that certain parks should be fenced, that entrance fees of up to 3 rands (0.90 pence) should be charged and the number of people allowed in be limited. Entrance fees would be charged at weekends.

## Fears for refugees

Geneva — The strengthening of the "protection function" of the Office of the UN High Commissioner for Refugees was urged by the agency's executive committee at the end of its annual session (Alan McGregor writes). It voiced "particular concern at lack of adequate international protection for various groups of refugees in different parts of the world".

## Middle East settlement

## Shamir aide puts forward a change of role for Thatcher

From Ian Murray, Jerusalem

determination for the Palestinians, which we see as synonymous with the creation of a Palestinian state.

"Such an event would undermine the Jordanian Government in a process which would probably end with the removal of the Hashemite throne."

Speaking on behalf of Mr. Shamir, the Likud faction in the Government, he said: "We are opposed to an international conference because a sovereign state does not deliver vital issues pertaining to its security to be decided by outside factors."

Turning to reports that Mrs Thatcher was trying to enlist

Israel made no immediate, formal reply to Sir Geoffrey, but yesterday Mr Ben-Aharon asked *The Times* to pass on the views of Mr Yitzhak Shamir, the Prime Minister, and in part, of the coalition Government.

He said: "There is unanimity in Israel against self-

determination and Mrs Thatcher should use her in-

fluence to persuade King

Husain of Jordan to enter direct negotiations with Israel.



Mr Ben-Aharon said Israel appreciated Sir Geoffrey's concern for Israel's moral fibre and image, but the country was acting in accordance with its "national order of priorities".

"We have had security problems since the inception of the state more than 40 years ago. Terror and demonstrations will not produce results except death and injury to the victims of terror."

Meanwhile, widespread demonstrations and strikes continued yesterday throughout the occupied territories and East Jerusalem. This was the seventh consecutive day of Palestinian activity in what appears to be a build-up of tension before the visit to Israel of Mr George Shultz, the American Secretary of State, which starts on Friday.

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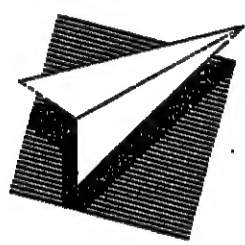
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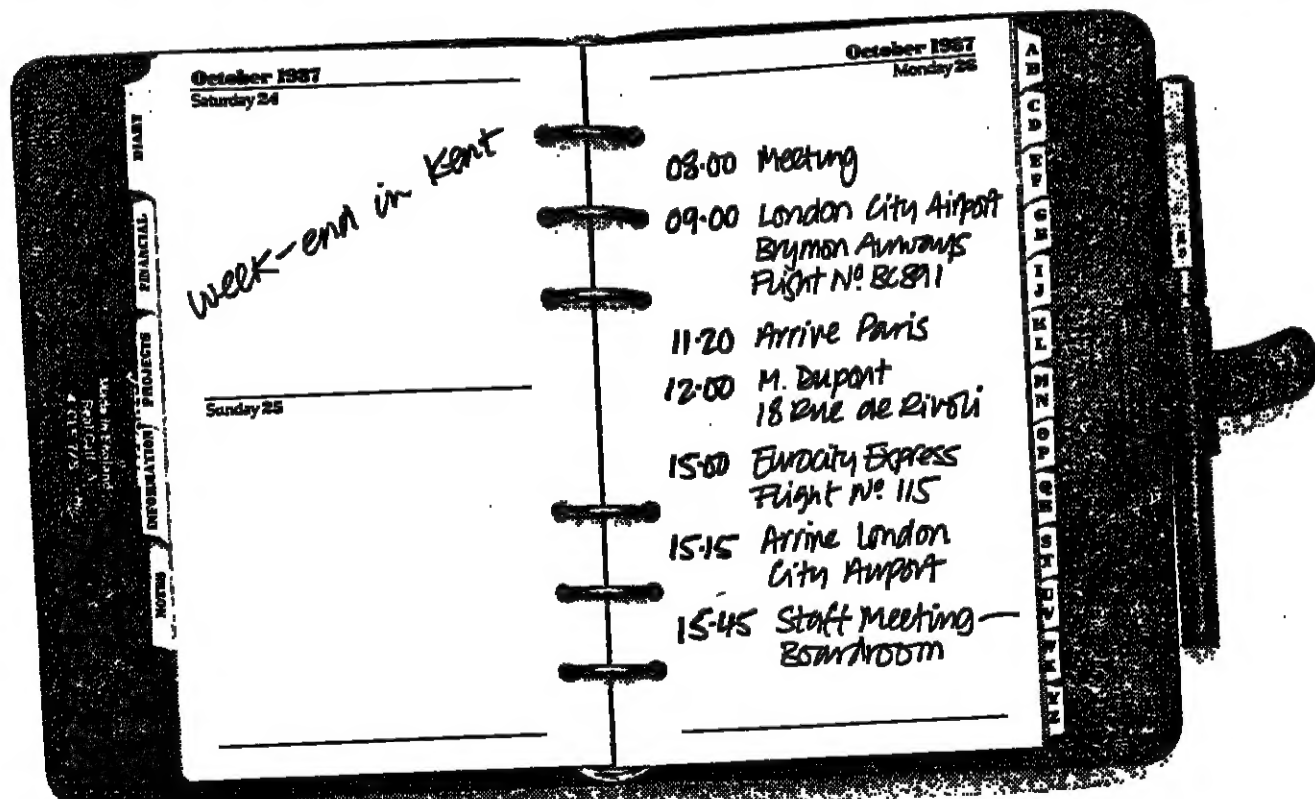
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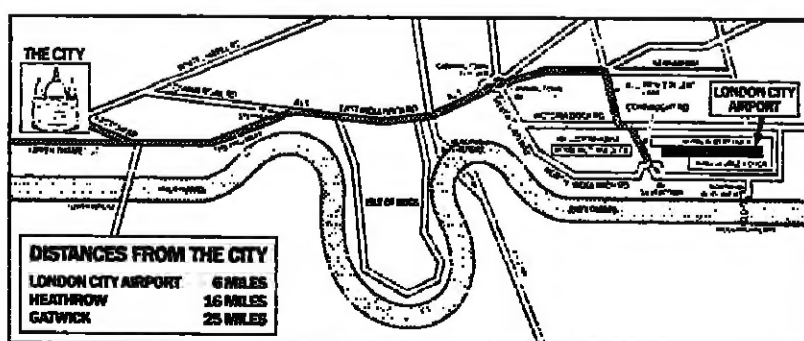
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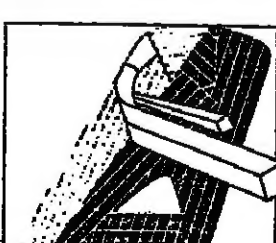
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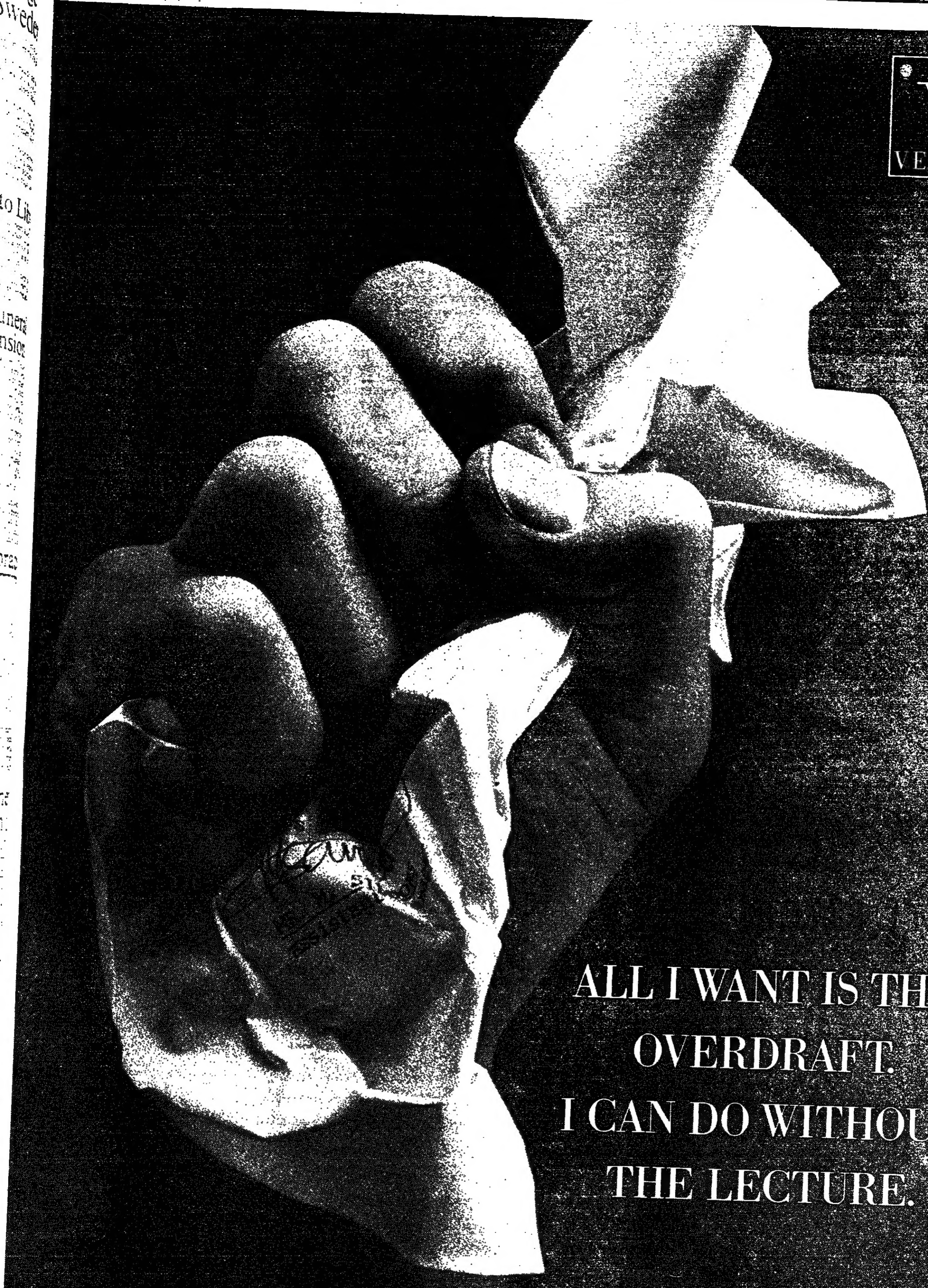
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Police warn

Police warn



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## Central America making progress towards fulfilling Arias vision

## Reforms are underway as deadline for accord nears

By Martha Honey and Christopher Thomas

With the calendar showing just three weeks remaining to implement the ambitious Central American peace plan designed by President Arias of Costa Rica, a survey of the region shows progress in implementing its provisions.

Despite the Reagan Administration's increasingly sharp criticism of the plan, which calls for an end to US support for the Nicaraguan Contras, the region's five countries have all, with the exception of Honduras, started instituting internal reforms in response to it. But the Reagan Administration fears that Nicaragua's compliance with the accord is cosmetic, and will be reversed if the Contras go out of business.

The plan, signed on August 7 by the presidents of Nicaragua, El Salvador, Costa Rica, Honduras and Guatemala, sets out a fast-paced timetable for forming national reconciliation commissions and internal dialogues in each country.

The next stage is due to come into operation on November 7. It provides for a ceasefire, the end of US aid to the Contras and of all foreign entanglement in the region's

Managua — US-backed Contra rebels shot down a Soviet-supplied helicopter with a heat-seeking missile over northern Nicaragua, the Defence Ministry said yesterday (Reuters reports). The Mi-17 helicopter was hit on Sunday about 90 miles north-east of Managua in Matagalpa province as it provided air support for government troops.

The fate of four crew members was unknown and army patrols were searching the remote jungle region for the wreckage, the statement added. It was the sixth helicopter the Government has admitted losing to the Contras since December 1985.

conflicts. It calls for an amnesty for rebels and political prisoners. Some steps have already been taken, but it is clear these provisions will not be fully or uniformly complied with by all the countries.

Despite the peace plan, President Reagan intends to ask Congress for \$270 million (\$166 million) in new military aid for the Contras soon after the November 7 deadline.

The following is a country-by-country survey of how the peace plan is being implemented:

**Nicaragua** — The peace plan is most closely tailored towards ending the US-backed war in Nicaragua and forcing the Sandinistas, the region's only leftist rulers, to adopt democratic reforms. The text of the plan is posted throughout the countryside and for the first time in six years, Nicaraguans say peace and democracy may be at hand. The Nicaraguans have allowed the reopening of the opposition newspaper *La Prensa*, and the Catholic radio station, although the US Administration argues that several other newspapers and radio stations remain banned. Nicaragua has allowed two exiled priests to return, has freed several political prisoners — although hundreds remain in jail — and has permitted some anti-government demonstrations. The security forces, however, have kept a watchful eye, and have sometimes intervened during protests.

## Former terrorist challenges Greens

From Richard Owen, Bonn

She was a haunting figure in the horrifying saga of the Baader-Meinhof Gang, and one of its founders. Astrid Proll was the girl terrorist who drove the getaway car in 1971 when Andreas Baader, leader of the gang, was sprung from prison. She herself escaped and fled to England in 1974, to work incognito as a garage mechanic in London.

Yesterday Frau Proll, who was rearrested and extradited in 1978 after being spotted by a London policeman, made her first public appearance since she was released from prison in 1979. Black-haired and intense, in a gold and black print dress, she appeared at a hearing organized by the Green Party on the origins of urban terrorism and the need to rehabilitate its repentant practitioners. Now aged 40, Frau Proll is among those who want to be rehabilitated.

Yesterday's Parliamentary hearing was deliberately designed to reopen the wounds of the "German Autumn", as the showdown between the West German State and the terrorists 10 years ago is still called.

Many Greens are of the same generation as Baader-Meinhof, and shared their disillusionment with West German society. However they adopt gentler, more life-embracing policies, and they are now an established force in politics, with 42 seats and 8 per cent of the vote.

The Red Army Faction had been a small and isolated group, but incidents such as unexplained deaths of faction members still had to be explained, Frau Proll said, looking across the table at Herr Otto Schily, the radical lawyer who once defended Baader-Meinhof members and is now a leading Green.

For many West Germans, the real issue is whether the heavy handed response was justified. Frau Antje Vollmer, the Green leader chairing the hearing, said that the Government of the time had overestimated the danger.

Others argue that the laws passed in the 1970s gave the terrorists a moral victory by bringing West Germany closer to the illiberal state they claimed it was.

## A passion for peace in region of military strongmen

From Martha Honey  
San José

President Arias of Costa Rica has built his political career on a peace platform. Last year, he was elected by making peace his central campaign issue. Since taking office in May, 1986, he has worked with passion on his peace plan, which was signed in August.

At 46, Dr Arias is Costa Rica's youngest president and is rapidly becoming its most popular head of state. His popularity jumped by 30 points in public opinion polls after the peace plan was signed. In this country, without an army or armed insurgents, and with a history of neutrality, peace and democracy are the cornerstones of political doctrine.

But President Arias has been cold-shouldered by the Reagan Administration, which favours continued Contra aid. President Arias last week urged Washington to "give peace a chance. Give us the opportunity to see if we, Central Americans, can comply with the Guatemala peace plan."

A British-educated political scientist and lawyer, Dr Arias is an intellectual statesman in a region usually ruled by military strongmen. His peace plan is a thoughtful, carefully timed document which balances the disparate political interests of the leftist Sandinistas, the pro-US Hon-



President Arias of Costa Rica, left, who was awarded a Nobel Peace Prize yesterday, photographed earlier this year in San Salvador with President Duarte of El Salvador. Mr Duarte arrives today in Washington for talks with President Reagan.

duran and Savadorean governments, the leftist guerrillas in Guatemala and El Salvador and the Contras.

Underlying the peace plan is Dr Arias's conviction that rational men can solve con-

licts through negotiations. "If we fail, war triumphs," he told *The Times*. "If there is no peace, there is not a better world for our children. We don't want to be remembered in Central American history as

the statesmen who punished our people because of a lack of tolerance, flexibility and responsibility."

President Arias combines political realism with optimism and vision. Asked if his

peace plan would be fully implemented by the November 5 deadline, he replied: "I want to be hopeful. I want to dream. After all, if there is a political will I don't think this is an impossible dream."

Dr Arias's willingness to negotiate with the Sandinistas is an anti-communist and a liberal who believes strongly in Western-style democracy. He says that more reforms are needed in Nicaragua. "There is no democracy without political pluralism, without individual liberty, without a free press and without a strong opposition."

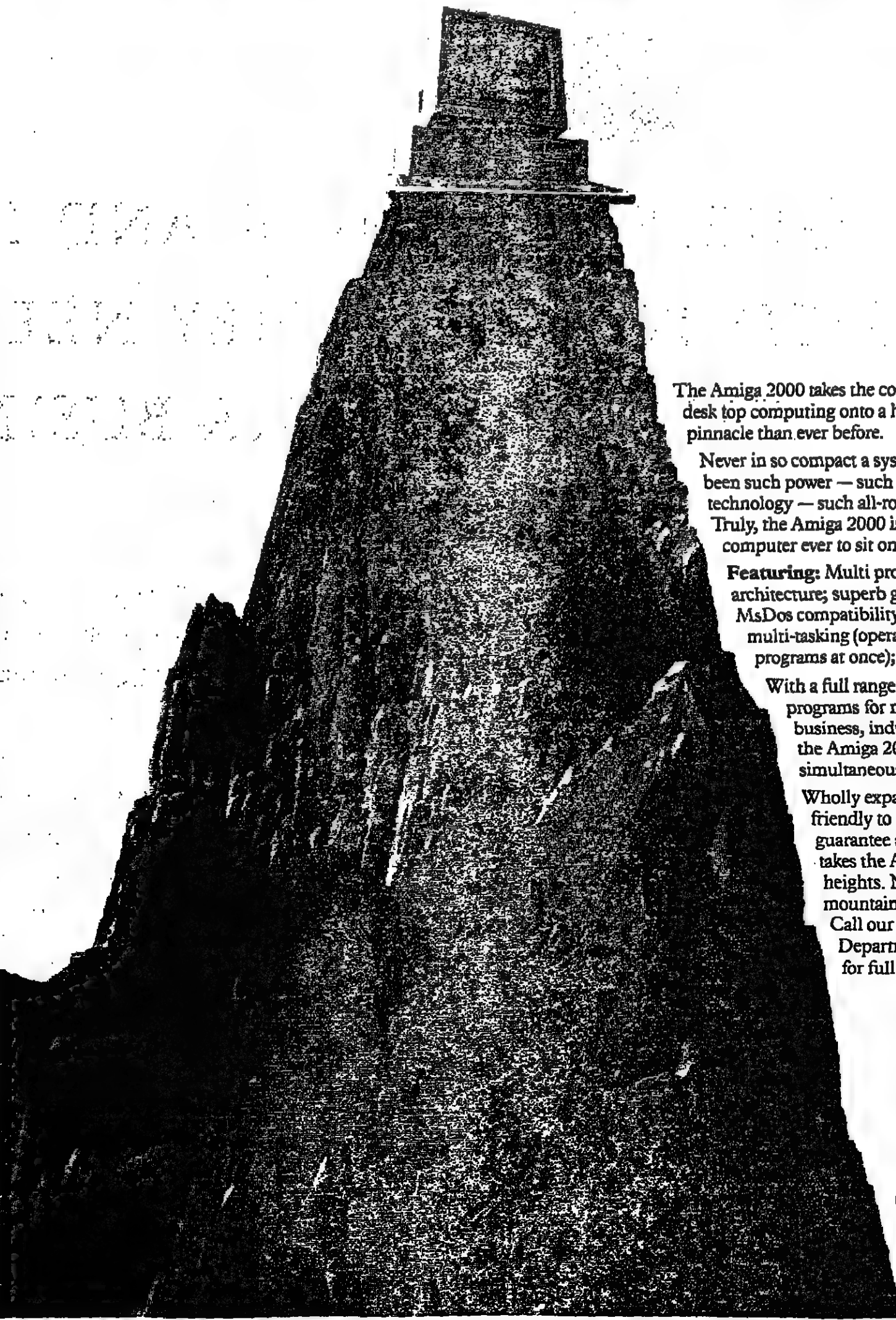
● Essex campus days: In 1967 a young Essex University student stood in the kitchen of a house near Colchester and confided to his friends his ambition to lead his country (Nicholas Beeston writes).

President Arias has not only fulfilled his campus dream, but, to the delight and surprise of his friends in England, won the Nobel Peace Prize.

Dr Simon Collier, a lecturer in the Department of History, in whose home President Arias lodged for his first year in England, recalled yesterday how most of his contemporaries at Essex believed that one day "Oscar" would realize his ambition, but were surprised by the speed of his success.

His supervisor at Essex, University, Dr Christian Anglade, a lecturer in the Department of Government, added that the young Arias, working on his thesis "Who Rules in Costa Rica?", showed a different approach to his region's problems.

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## Suva regime's goals

## 'No persecution' pledged by Fiji

From Gavin Bell  
Suva

Fiji's military regime will discriminate in favour of indigenous Fijians, but those of Indian origin need not fear persecution, according to the minister charged with "relocating" the racial balance in the islands.

Ratu Meli Vesikula, who holds the key portfolio of Fijian Affairs, said yesterday that his goal was to raise the economic and social standards of the Melanesian population without affecting those of the more affluent ethnic Indian community.

"The present political crisis in Fiji came about because of disparity against the indigenous Fijians, which has resulted in them being left behind socially and economically," he told *The Times*.

They were not properly prepared for independence in 1970, and had suffered from unfair distribution of wealth and opportunities, Ratu Vesikula said. He added: "There must be some discrimination for the indigenous Fijians. I think that must be understood."

Those of Indian origin, however, should have nothing to worry about. "We are not going to disturb their standard of living. Everything that they own, businesses, property, land, they are secure. There is going to be a general levelling out of standards, but we're not going to disturb theirs ... We're not going to turn beasts overnight."

Ratu Vesikula endeavoured to prevent the impression of racial discrimination, talking



Fijian youths wearing T-shirts they are selling in Suva celebrating the new military regime and its leader, Colonel Rabuka.

of education, employment and social welfare programmes for the needy. He intended to develop rural areas, to establish a poverty line and to ensure that no Fijian lived below it.

Equality was the order of the day. "We want to get rid of this racial thing. If people are going to live together in Fiji, then they must integrate, and the best way to integrate is from the same social and economic standards."

Yet there was resentment against the ethnic Indians, whom he referred to once as "non-Fijians," on other grounds. "They are a migrant race. It is debatable whether they have their loyalty here. They didn't fight in any war with their Fijian brothers. While our boys were dying on battlefields, they were increasing their numbers here and strengthening their industrial muscles."

In fairness, Ratu Vesikula

appeared not to be aware of the conclusions of a survey, published in a recent letter to *The Times*, that the Melanesian birth rate began overtaking that of the ethnic Indian community in Fiji in 1980.

He was, he said, disturbed by a security fence around the home of an Indian neighbour in an affluent suburb of Suva.

"They have to realize that there is no need for this if they invest and employ Fijians. The way Fiji was progressing

until this year, Indians would have ended up living in steel boxes, and Fijians would be outside without fingernails trying to break in."

One solution he intended to implement soon was military conscription.

● **Canibans leave:** Ratu Penaia Ganilau, Fiji's Governor-General, left Suva yesterday for his home village on the nearby island of Tavuni.

Diplomatic sources said they expected him to return soon.

## 'Clint Eastwood' Tamil chief joins the missing

From Michael Hamlyn, Colombo

A Tamil friend ruminated: "Perhaps this is the way Prabhakaran would have wanted to go. A last stand. Blazing guns."

There were rumours yesterday that Mr Vellupillai Prabhakaran, the founder and leader of the Liberation Tigers of Tamil Eelam (LTTE), had been killed or captured. Mr Prabhakaran reportedly modelled himself on Clint Eastwood, saying little and shooting a lot.

There have been such rumours before, and they have not been true; perhaps this time.

The Indian troops of the peacekeeping force in the north of Sri Lanka are certainly keen to make it so. One reason they dropped airborne troops north of Jaffna town at the crossroads of Urumpirai two days ago was said to be that they believed him to be there. Three Indian commandos died in that attempt.

It is not easy to see what Mr Prabhakaran can hope to gain from the present conflict. India, particularly the south Indian Tamils across the 12 miles of water of the Palk Strait, has for four years protected, sheltered and patronized him and his guerrillas. The Tigers have received their training, their recruits and their arms on Indian soil. The winking eye of the Indian authorities allowed free passage for men and war material across the narrow strip of water.

With this support and asylum removed, the rebel movement can only wither. If he was hoping to emulate the Sikh

separatist gunmen and defy Indian armed might, it would be as well to remember that the Sikhs can slip easily over the long and permeable land border with Pakistan for their shelter, resupply and refreshment. The guerrillas in the north-eastern Indian states of Nagaland, Tripura and Manipur, who have been carrying on a hit-and-run campaign against the Indian Army for years, have camps in Burma or Bangladesh.

One explanation for Mr Prabhakaran's apparently suicidal behaviour in tackling the military might of the third largest army in the world is suggested by a number of observers here. They say that he understands only the gun, and that he and his men do not have the administrative ability to run a peacetime government in the Tamil province that would be set up under the Indo-Sri Lankan agreement.

"The boys have shown they are not ready for a democratic way of life," said Dr Kingsley Swampillai, the Bishop of Batticaloa. "They are not politically mature enough to lead the administration. They have no political training, only military training."

The feeling is, therefore, that they fight because they know no other way to succeed.

There is some justification for this view. But it underestimates Mr Prabhakaran's drive for power, his desire to be the chief figure, and his deep mistrust of the Sinhalese politicians who have constantly, he believes, been deliberately dishonest in dealings with the Tamils.

A perceptive article in *The Sunday Times* of Sri Lanka last weekend noted that, in the only major interview he has given — to the Madras-based *Hindu* newspaper — he repeated a long series of broken Sinhalese promises that led him to conclude that a separate state was the only way out for the Tamils.

The same article notes that Mr Prabhakaran was influenced not by mythical Tamil heroes, nor by Marx, but by Clint Eastwood. Eastwood on screen kills a lot, and talks very little.

"My natural inclination makes me lay less emphasis on words," Mr Prabhakaran told the *Hindu*. "In serious politics it won't do to concentrate on talking; you must go through action and then talk."

Mr Prabhakaran, a lower caste Hindu from a fishing community, was part of a

growing revolt against the dominance in Jaffna politics of the former caste, who comprised the bulk of the lawyers and intellectuals and traders of Tamil society. When the mayor of Jaffna was deemed to have betrayed the Tamil cause, it was Mr Prabhakaran who picked up a gun and assassinated him, launching himself on a career of terrorism.

When he found himself isolated by the Indo-Sri Lankan accord signed by Mr Rajiv Gandhi and President Jayawardene, he remained silent, and for some time declined to commit himself to the agreement.

He agreed to the establishment of an interim administration, but only with the LTTE in a dominant position, and the other guerrilla groups out in



Mr Prabhakaran: he shoots first and talks later

the cold. The only way he got his way in this was by stage-managing the public suicide of one of his men by starvation.

He wanted to name his own chief administrator, and on the understanding that a former government official, presently in jail, Mr N. Pathmanathan, would get the job, agreed to allow President Jayawardene officially to make the appointment.

When the president named another man, Mr Prabhakaran was incensed. He believed that this was yet another example of Sinhalese perfidy. The arrest and suicide of some of his men caught at sea was the last straw. His men went on a campaign of mass murder, and provoked the Indians into their present offensive against him.

It seems to be an offensive which he cannot deflect. Mr Gandhi is determined that the Tigers shall be destroyed. The question is: if Mr Prabhakaran survives, can he win the peace? There are those who believe that his determination, his totally implacable willingness to kill, his ambition, mean that he can.

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## Use arms cash for aid, says Moscow

From Richard Owen, Bonn

Mr Anatoly Dobrynin, one of Moscow's senior foreign policy officials, yesterday ended a five-day visit to Bonn by proposing that money saved in East-West disarmament deals should be put into a specially created fund for aid to the Third World.

Mr Dobrynin, the Central Committee secretary for international relations, said he was optimistic about the prospects for both nuclear and conventional disarmament as a superpower deal on intermediate range missiles (INF) approached.

He said Soviet-West German relations were now on a "qualitatively higher level" and improved relations with the West were part of Mr Mikhail Gorbachev's "new thinking."

Mr Dobrynin, Soviet Ambassador in Washington for a quarter of a century, was harried yesterday by West German journalists demanding to know how much Russia already spent on aid to the Third World. "Twenty-one billion roubles" was the prompt reply, in the spirit of glasnost.

Asked what this represented as a proportion of Soviet gross national product, Mr Dobrynin evaded that one with a

classic pre-glasnost ploy. "Ask my delegation afterwards," he replied smoothly. "I do have the figures, but it would take much too long."

The proposal for a Third World "solidarity fund" came after talks between Mr Dobrynin and senior officials of the opposition Social Democrats (SPD). Herr Egon Bahr, the SPD disarmament spokesman, said the fund — to which all Warsaw Pact and Nato nations would have to contribute — would be "a signal of hope". It could be co-ordinated by the United Nations.

Mr Dobrynin confirmed that Mr Gorbachev would visit Bonn in the "not too distant future".

He described his talks with Chancellor Kohl as "constructive", confirming the impression that West German-Soviet relations are on an even keel following a period of frostiness caused by Herr Kohl's remarks in January that Mr Gorbachev was a propagandist comparable in skill to Dr Goebbels.

Mr Dobrynin said Moscow hoped for an accord with the United States on a 50 per cent reduction in strategic weapons before the 1988 US Presidential election.

## Taiwan to relax travel restrictions to China

Taipei (Reuters) — Taiwan has agreed in principle to drop a ban on travel to China, and tens of thousands of people are now anxiously waiting for final approval which is expected today.

The Prime Minister, Mr Yu Kuo-hwa, told visiting foreign journalists on Monday that the people of Taiwan would soon be allowed to visit relatives in China for the first time since 1949. Officials were working out details of the new policy, which marks a big shift in the Government's hardline stand towards its arch-enemy, Peking.

The Nationalist Government had banned all contacts with Peking since 1949, when it fled to the island along with almost two million people, including 600,000 troops, who were defeated by the Communists in a civil war.

ing out the new policy for about a month and a formal announcement has been delayed repeatedly amid signs that the Government is losing its nerve.

State-controlled newspapers have said the final stamp of approval will come during the weekly meeting of the Central Standing Committee of the ruling Kuomintang (the Nationalist Party) today.

The Government has already dashed public hopes for unregulated tourist trips to China and has ruled out dropping a ban on direct trade. It insists that only Chinese mainlanders with relatives in the country will be allowed to go.

Two Taiwanese journalists who flouted the law and travelled in China last month will appear in court next week to face criminal charges.



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- ☐ The wider your tyres, the greater your grip. Escort Popular saloons with 1.3 litre engines now get 155 SR13 tyres.

## The Escort L

- ☐ For effortless motorway performance, a five speed gearbox is now standard on with 1.3 and 1.4 litre Escort L models.
- ☐ Have you ever had your radio aerial snapped off in the night? Or, just as annoying, whipped off in the car wash? It'll never happen again if you drive an Escort L, because from now on Escort L models have rear window radio aerials.



## The Escort GL

- ☐ Few extras give more pleasure than a sunroof, especially the Ford design which tilts as well as slides. Sunroofs are now standard in all Escort GL models.

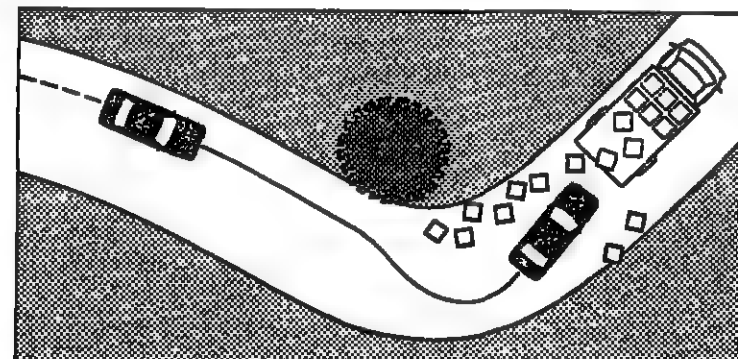
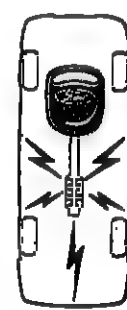
- ☐ How many times have you locked your doors but forgotten to lock your boot? This couldn't happen if you had central locking which is now standard on all Escort GL models.

## The Escort Ghia

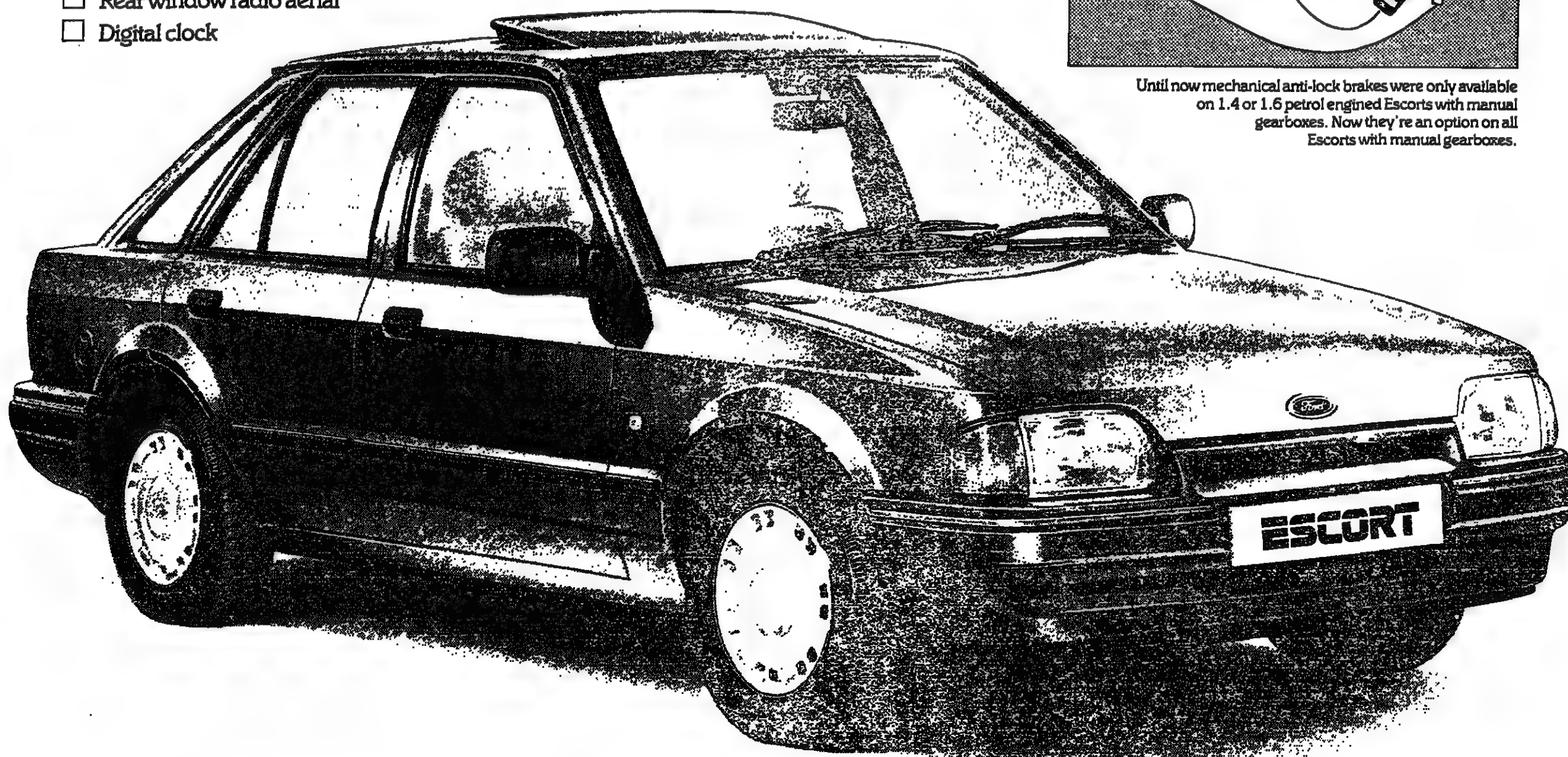
- ☐ The Escort Ghia now gets wider 175/70 x 13 tyres for greater grip.
- ☐ The Escort Ghia also gets powered, heated mirrors. They de-mist and dry themselves as well as adjusting electrically.
- ☐ The ECU2 electronic sound system with its self-search, stereo radio/cassette is the ultimate in Ford's in-car-entertainment. We've added this to the Escort Ghia.

## The Escort XR3i and XR3i Cabriolet

- ☐ Central locking used to be an option but both these cars now get it as standard.
- ☐ Powerful driving lights are now standard features too. Just what you need with winter coming on.
- ☐ The XR3i has a rear window radio aerial but we couldn't add this to the Cabriolet. So we've given it a power aerial instead.



Until now mechanical anti-lock brakes were only available on 1.4 or 1.6 petrol engined Escorts with manual gearboxes. Now they're an option on all Escorts with manual gearboxes.



Cars with a future





# Secret papal mission to seek rebel compromise

From Roger Boyes, Rome

This week, a secret emissary of the Pope will travel up winding roads to a Swiss mountain retreat to make peace or at least a temporary armistice with the rebel Archbishop Marcel Lefebvre, champion of the Latin Mass, who has threatened to split the Catholic Church by ordaining his own bishops.

The messenger will be a cardinal — Vatican sources are talking about the recently retired and outspoken conservative Mgr Giuseppe Siri of Genoa — and the mission has the full backing of the Pope.

Archbishop Lefebvre, aged 82, rejected the teaching of the Second Vatican Council (1962-1965), and insisted that

the archbishop's language — he is on record as saying "If the Pope is in error, he ceases to be a Pope" — and reach some form of compromise.

But Archbishop Lefebvre continues to ordain priests, and the ordinations are technically valid.

As the archbishop has grown older and somewhat weaker, so he has increasingly threatened to launch a generation of bishops on the world. This would be his way of perpetuating the Latin Mass after his death.

It would also profoundly embarrass the Vatican. This summer, the archbishop travelled to Rome and held surprisingly congenial talks with Cardinal Josef Ratzinger, the Vatican's chief theologian.

As a result of these talks, and the promise that the Vatican would come up with a peace offering, he postponed a scheduled consecration of bishops. However, time is running out for the archbishop, and he has again been considering the possibility of consecrating them.

The cardinal sent by the Pope will inspect the Ecône seminary to him, but he will also spell out the terms of the proposed agreement. The Vatican could widen the use of the Tridentine, or Latin, Mass.

The currently-ordained priests could be "regularized" — that is, be officially approved by a bishop acceptable to the Vatican.

Finally, the Vatican is ready to find a formula which would legalize the archbishop's seminaries. In return, Archbishop Lefebvre is expected to abandon the idea of creating a wave after wave of bishops.

The Vatican expects him to submit himself to the discipline of the Pope. As a first step, he could also make clear that he is not opposed to the Second Vatican Council as such, but more to "liturgical reformers" who, he believes, are abusing the spirit of the council.



Mgr Lefebvre: Latin Mass champion who defied Pope

Mass should be celebrated according to instructions valid since 1570.

He denounced the new text of the Mass as a "bastard rite celebrated by bastard priests", and started an international traditionalist movement based on his own seminary in Ecône, Switzerland.

Since 1974, he has launched sharp attacks on the papacy, and in the 1970s acquired five chateaux in France to train more than 100 new recruits to the priesthood.

The Ecône seminary was banned in 1975, and Archbishop Lefebvre was suspended from his ministry as a priest and bishop.

A Jesuit go-between tried without success to moderate



A Zimbabwe police expert picking through debris in a crater left by a car bomb that injured 18 people, two seriously, in a car park in a suburban Harare shopping centre yesterday. One of those seriously injured when

the bomb exploded in the Avondale shopping centre two miles from the Harare city centre was Mr Jeremy Brickhill, aged 33, a prominent local anti-apartheid activist (Jan Raath writes). Mr Brickhill's wife Joan, aged

34, suffered lacerations. The other seriously injured was an unidentified young white man. Four other cars were wrecked when their petrol tanks caught fire, and windows up to 250 yards away were shattered. A spokes-

man for the Parirenyatwa Hospital said that five of the 18 injured had been detained in hospital, and the remainder released after treatment for shock, burns and lacerations. Mr Brickhill's condition was stable.

## Foreign foes woo Americans on TV

From Charles Bremner, New York

Pity poor President Reagan. Just as the Great Communicator has retreated from press conferences and interviews, his chief foreign adversaries are taking to prime time television, selling themselves as regular guys to the American public.

Over the past month, American viewers have been wooed by two incarnations of hostile powers — Iran

● Flattery is the staple of video diplomacy. China and Iran laid it on thick ●

and Nicaragua — appealing over the heads of the Washington Administration.

And at the same time, the front men for Mr Reagan's old evil empire have stepped up their almost nightly displays of charm and reason on the nation's television sets. Spokesmen such as Marshal Sergei Akhromyev and Mr Gennadi Gerasimov, Moscow's Americanized Foreign Ministry man, are fast acquiring the familiarity of the networks' favourite pundits.

First prize in the ratings war went undoubtedly to President Ali Khamenei of Iran, the fire-breathing mullah who is usually at home on Fridays proclaiming "days of hate" against the Great Satan.

His image will probably never be the same after he spent an hour on Mr Ted Koppel's news show three days after the Americans seized the Iranian minelayer. Alternating gravity with a twinkling smile and pausing kindly for commercials, President Khamenei informed viewers from a New York studio: "We consider the American people some of the most hard-working, honest, serious and intelligent people of the world."

Such flattery is a staple of the new video-diplomacy. Chinese leaders laid it on thick when NBC's top-rated breakfast programme last month exported its team and broadcast its daily shows for an entire week live from Peking, complete with American weather forecasts and commuter time checks.

The image of the secretive Chinese leader was dealt a blow in another show last month when Mr Zhao Ziyang, the Prime Minister, appeared on *Meet the Press*, relaxed and in a business suit. The interviewer explained that China's effective number two man had "knocked back two beer" with him before the show.

Closer to home, President Ortega of Nicaragua has just spent three days in New York explaining to anyone with a video camera that his quarrel was not with the "North American" people. Public support for Contra funds probably slumped when the man

President Reagan calls a little dictator presented himself not in battle fatigues, but sporting Manhattan camouflage with designer suit and yuppie red tie.

After denouncing Mr Reagan at the United Nations for causing the deaths of thousands of Nicaraguans, Señor Ortega and his British-educated wife, Rosario, did New York's media rounds and posed for photo-opportunities with baseball caps chatting with the citizens in a Bronx park.

● Moscow has the greatest firepower in the business of television image-making ●

The *New York Times* reported that some of the streetwise locals shunned the chance to shake hands with Nicaragua's first couple, fearing the whole thing was an elaborate "string" operation by the New York police.

Señora Ortega, pregnant, pretty and 36 years old, upstaged her husband with a long interview on *Larry King Live* in which she came over as an articulate housewife who could have come out of the 1960s and suburban Connecticut.

The Russians have by far the biggest firepower in the business of TV image-making. Mr Gerasimov, who worked for years as a journalist in the United States, seems to live in a Moscow

television studio, available at all hours for five interviews. He is at ease with first names and idioms such as: "Let's not paint ourselves into a corner over this one, Steve," as he patiently explains the Kremlin's viewpoint for the thousandth time.

Another Soviet personality, Mr Vladimir Pozner of the state television and radio service, is far better known here than in his homeland. Brought up in the United States in the 1930s, Mr Pozner does wonders to comfort the widespread belief among ordinary Americans that the Russians are just like us.

Since his glib American Polish puts him in the league of the quiz show hosts, he tends to be relegated to daytime talk shows and provincial television stations.

Moscow pulled out its heaviest guns last month for an unprecedented two-hour discussion between senior Soviet officials in Moscow and congressmen in Washington, all mediated by the star ABC network anchorman, Mr Peter Jennings.

The occasion was not as successful as usual for the Russians because the congressmen challenged much of what their Soviet counterparts said. Up to now, courtesy seems to have deterred American interviewers from using against foreign officials the gladiatorial tactics that they normally apply to fellow-citizens.

## Kenyan Asians held in swoop

Nairobi (Reuters) — Fourteen Kenyan Asian businessmen have been arrested in connection with foreign exchange offences as part of the Government's clampdown on the flight of capital.

Four other Asians appeared in court on charges of failing to remit to Kenya £17 million in proceeds from coffee sales.

Last week President Moi said Kenyan civil servants as well as Asian businessmen were involved in swindles to deprive the country of foreign exchange.

## Kurdish raids

Diyarbakir, Turkey (Reuters) — Kurdish separatist guerrillas have killed 15 villagers and abducted seven others in raids over the past four days in south-east Turkey.

## Honecker trip

Brussels (Reuters) — The East German leader, Herr Erich Honecker, on his third trip to Western Europe this year, arrived for a three-day state visit to Belgium expected to focus on bilateral trade and East-West relations.

## Monkey safe

Moscow (Reuters) — A wayward monkey which broke partly free during a space experiment and began playing with equipment survived the landing of the descent module thousands of miles from its target zone.

## Match riot

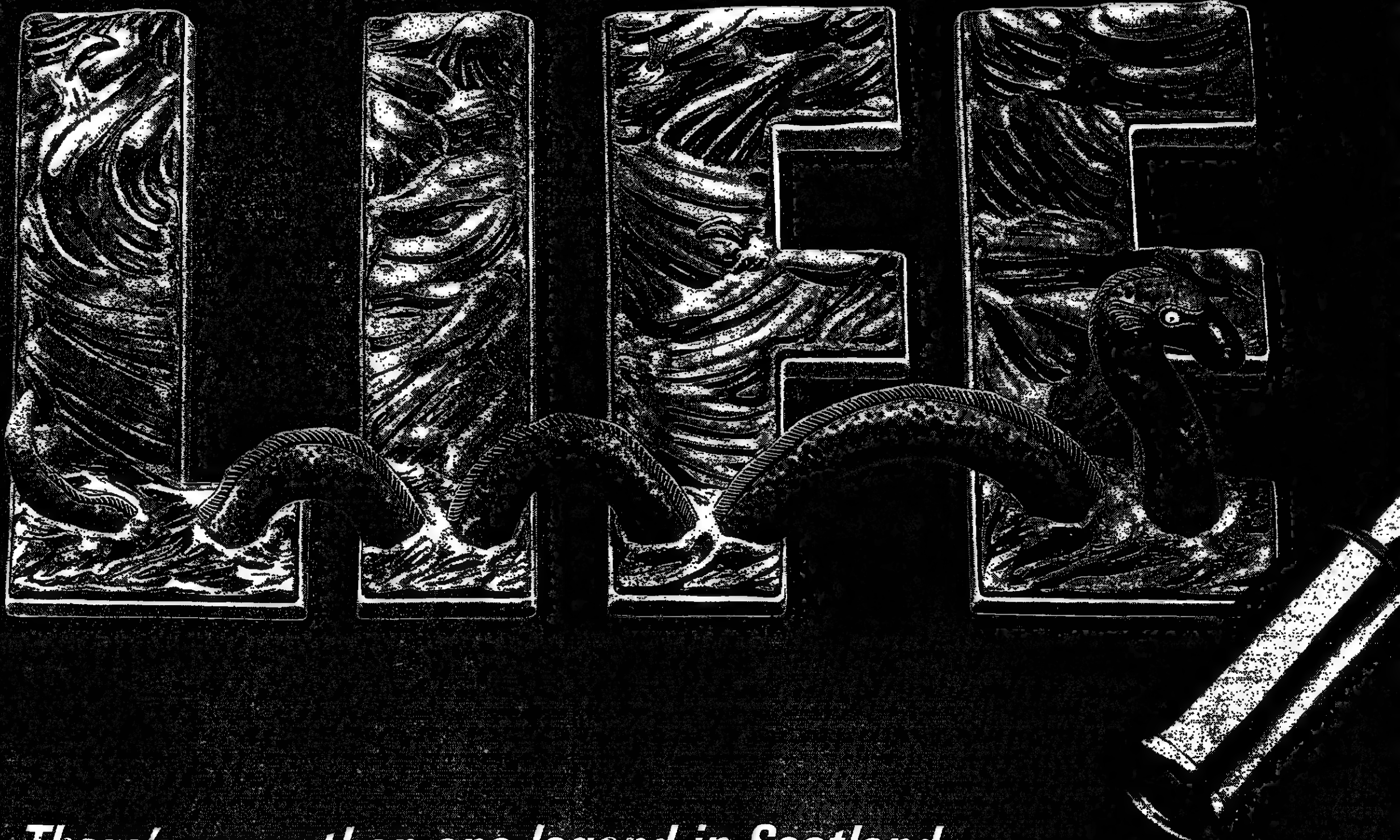
Dhaka (Reuters) — Nearly 170 people were injured and 50 arrested when Chittagong police battled with football fans armed with knives after a protest at a match which ended in a draw.

## Agnelli hurt

Turin (AP) — The Italian car tycoon, Signor Gianni Agnelli, aged 66, broke his right thigh bone in a fall at his home.

## Best friend

Copenhagen (Reuters) — A Danish dog lover, who has already spent two weeks in jail rather than give up a pet Alaskan, must stay in prison until he changes his mind and discloses the whereabouts of the dog.



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Scottish Life



## SPECTRUM

With unpaid bills in Britain reaching record levels, Brian James looks at a more practical approach to helping the victims

# The debts of despair

I came home from work. There was this note from Barry. My husband, who is a fireman. I thought it was to say he had gone to see his Mum. It said he was going to kill himself... He was sorry for what it would do to me, Paul and Julie, but we'd be better off without him. I was frantic. Then he phoned from Yorkshire. He couldn't go through with it... but he still sounded desperate.

I couldn't believe it when he started to explain. It was all about the money we owed. I knew he had been bad tempered, flew off the handle when I mentioned money, but I hadn't a clue how bad things were. We had a nice house in Bewdley, bit of a big mortgage, and then a second mortgage to do things up nicely. We'd

always used revolving credit, and I bought clothes from the catalogue, or on Barry's credit card. Then he told me that when his overtime had packed up, he had got desperate and started to try to borrow his way out of trouble.

We sat down and did the sums: £646 on the first mortgage, £176 on the second. Three other loans came to £908, then Barclaycard wanted £389.60p. For that, he was going to kill himself. At the Money Centre they got on to everyone, talked them into freezing interest, or taking what we could afford. It's still tough, but in another four years we'll be straight. The pressure nearly killed Barry, all because he didn't want to talk about money. Even to me.

Janette and her husband Barry were just one of the 800 new cases this year for the Birmingham Settlement Money Advice Centre: debt in Britain has long been a rising tide but now even the lenders are having to help deal with the casualties washed up.

The need is demonstrated. The nation's consumer debt touches £30 billion. It is revealed that disconnection of non-payers by water boards has more than tripled in two years; disconnections by the gas boards have risen by 27 per cent this year alone. Most telling indicator comes from Birmingham's new Housing Debtline: since April, 556 despairing people have telephoned the council-run service, crying because they

were about to be evicted for failing to repay mortgages.

"The media myth is that all this pain is self-inflicted, a spend, spend, spend mentality," says Ann Andrews of the Money Advice Centre. "The reality is that failed small businesses, sickness or redundancy, or unexpected capital costs — as when the roof collapses from dry-rot — cause most crises. You simply cannot listen to most of my cases without thinking 'there but for the grace...'"

The hopeful new sign is that many of the sources of money, perhaps weary of accusations that they seduce the simple into debt, then chivvy them to despair with collection methods, are now increasingly taking a role in the provision of remedial measures.

Cedar Holdings are the largest providers of second mortgages in Britain. Every year 45,000 new borrowers sign for loans, typically £4,000 to £5,000, to install central heating, build a garage or extension (and frequently take the opportunity of consolidating other debts into one single great burden). And each year CH have to take possession of about 250 homes to reclaim their money, involving eviction orders in, perhaps, 50 cases.

"We are in an area of heartache," says managing director Brian Williams. "Telling someone they will lose their house is not like taking back a television set. The classic methods of regaining money owed, sending letters to borrowers and inviting them to discuss their problems, were not working: people will not come in or telephone voluntarily to talk over money problems. Their minds close. They become unable to communicate."

This year, CH have appointed 13 "conciliators" across the country whose only task is to detect signs of repayment difficulty and visit clients to offer a counselling service. "This is a drastic change in our approach," says Williams. "And the results have been equally dramatic."

"Our payments record is very, very much better. Yes we are primarily after our money, but our conciliators go armed with ways to help the client's overall problems. People simply do not know what help is awaiting them or how they can obtain it."

A similar point is made by Alan Birchall of the Burton Group. In July they set up a telephone helpline. Now 15 trained staff help deal with 200 calls a week from customers who have overspent on their store credit cards.

"The first thing our people tell callers is their own name — so there is no question of some disembodied voice poking

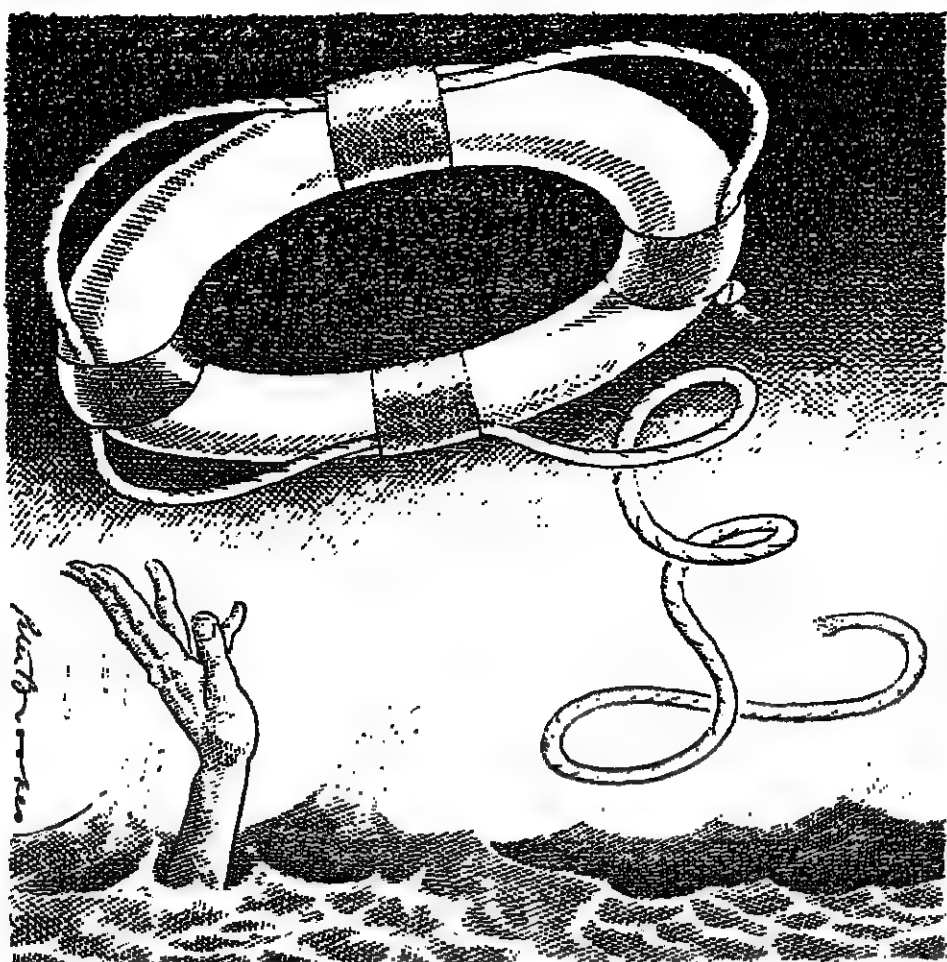
into their misery. And they don't start by demanding 'when can you pay us?'. We try to get out of people the full scale of their cash problems, so we can make sensible proposals. We are not a debt advisory service. But our people can tell worried customers where to go for help."

Mercantile Credit, who are helping fund a money advice centre in the South-east, and Access, who have paid the fees for an advice bureau worker to attend a college course for specialist finance training, are others who have responded. And though the Anglian Water Authority claimed last week that disconnecting three times as many late-payers was a sensible new policy because visits were costly and unproductive, Thames Water insist that calling to talk over unpaid bills means that they now turn off the taps 600 times a year, instead of 3,000.

Liz Hodgen, of the Camden money centre, says: "It is too easy to get credit. And it is no use simply telling people in debt to stop smoking or send back the telly. Their problems will take years to sort out. People simply don't have that sort of resolve. More and more companies are recognizing both their own responsibility — and a need to help in a realistic way."

Ann Andrews adds: "Companies are helping for their own reasons. The hard-faced approach, picking collection office staff because they know how to 'get results' by being rude, doesn't work. It's just a pity that so few of the gas, water and electricity boards have got the message."

Both counsellors have faced across their desks men and women to whom debt has become a dangerous epidemic: they know that today, or tomorrow, Barry might leave the note... and then do what he threatens.



## SOLVING THE CRISES

## HOUSING

**PROBLEM:** Rising house prices and more home-owners — 62 per cent of homes are owner occupied — have sent borrowing soaring. In 1975 £25 billion was borrowed for house purchase; in 1984, £109 billion, and in 1986, £154 billion. The average building society new home mortgage is now £29,000. As home-owning grows, so do the number of homes being repossessed by building societies: 1979: 2,536; 1981: 4,240; 1985: 16,490; first quarter 1987: 11,620.

**SOLUTION:** Talk to your building society, says Adrian Coles of the Building Societies Association. Reviewing a family income and arranging appropriate instalment payments may be an answer.

## RATES

**PROBLEM:** Total rates bill for England and Wales for financial year 1986-87 came to £15 billion and at the end of those 12 months £380 million was still outstanding. Top of the bad payers league was the London Borough of Lambeth with a staggering £33 million.

**SOLUTION:** Spread the load by monthly budget payments. Tell the local rating office if there are problems in meeting the bill. An instalment payment method may be proposed or a referral made to the DHSS.

## ELECTRICITY

**PROBLEM:** Electricity cut-offs numbered 98,823 in 1986-87, a figure which has remained static in recent years. This represents 0.54 per cent of 20 million customers and means at any one time 0.11 per cent of all consumers were without electricity. The reconnection fee averages £12.

**SOLUTION:** Monthly budget payments are one solution. Another is to install a coin meter, paying with pre-paid plastic tokens.

## GAS

**PROBLEM:** Gas cut-offs rose from 35,626 in 1985 to 53,111 last year, representing 0.35 per cent of 15 million customers.

**SOLUTION:** "If you cannot pay, talk to us first," says Gas Board spokeswoman Denise Creamer. As with the Electricity Board, top help priority is given to families with small children or elderly residents. Arrangements can be made to pay off existing backlog or families may be referred to Social Services. Last year £60 million-worth of fuel stamps were bought to pay for gas and electric bills.

## WATER

**PROBLEM:** Water disconnections in England and Wales went up from 2,150 in 1984-85 to 7,400 in 1986-87. Anglian Water Authority disconnected 778 homes last year rising to 2,100 already this year.

**SOLUTION:** Thames Water Board, largest population authority, who collect £390 million from non metered customers, believe in a "softly softly" touch with potential non payers. "We visited 22,000 homes last year, believing a personal approach and providing advice on how to pay is more positive than disconnection," said Alan King of Thames Water's finance department. "This is why we enclose a hardship message on all our bills, with a hotline phone number for financial help."

## CREDIT CARDS

**PROBLEM:** On December 31, 1986 the nation owed £30.7 billion in HP and consumer credit, almost twice as much as four years previously — much undertaken on credit cards. Nor is there any sign of a slow down. In the first three months of this year consumer credit transactions totalling £764 million were arranged, compared with £644 and £513 million in the first quarters of 1986 and 1985 respectively. Barclaycard has grown from one million customers in 1986 to 8.7 million today. Charge cards like American Express also reflect consumer affluence with the number of UK card holders growing from 570,000 in 1980 to more than one million now.

**SOLUTION:** Prevention — 40 per cent of Barclaycard customers clear their balance immediately, one reason being tougher selection criteria. One in three applicants are rejected.

Suzanne Greaves

## CONCISE CROSSWORD NO 1386

**ACROSS**  
1 Viking vessel (8)  
5 Tie (4)  
9 Put down (7)  
10 Tired out (3,2)  
11 Artificial waterway (5)  
12 Achieve (5)  
13 Raw vegetable dish (5)  
15 Twig broom (5)  
16 Advantage (5)  
18 English guitarist (3)  
20 Teacher (5)  
21 Curial (7)  
23 Weeps (4)  
24 Moderated (8)

**DOWN**  
1 Arcuate book (6)  
2 Wedding (8)  
3 Who Dares Wins regt (1,1,1)  
4 Continual, specialized nursing (9,4)  
6 Part (4)  
7 Needed (6)  
8 Quintin Hogg (8)  
11 Barrister's rooms (8)  
14 Hermit's lover (8)  
15 Camille co-conspirator (6)  
17 Screw helix (6)  
19 Ticket section (4)  
22 Knock (3)

## SOLUTION TO NO 1385

**ACROSS:** 1 Placid 5 Phoebe 8 Ill 9 Cosmic 10 Adroit 11 Cell 12 Innuendo 14 Alexander Pope 17 Ponytail 19 Ains 21 Babbie 23 Raider 24 Lag 25 Adonis 26 Eleven  
**DOWN:** 2 Loose 3 Completely 4 Diction 5 Plain 6 Out 7 Build-up 13 Emphatic 15 Leopard 16 Balguy 18 Azalea 20 Niece 22 Bum

## Murdered in their beds



A mystery parasite has been killing off Britain's oysters, but now researchers think they may have found an answer

For the last five years, a mysterious single cell parasite — *Bonamia ostreae* — has been spreading death and destruction along the shores of England. Although it does not infect humans, lovers of edible bivalves have good reason to fear it: the parasite is a mass murderer of *Ostrea edulis*, the English native oyster.

The Ministry of Agriculture, Fisheries and Food admits "we are still ignorant of the salient features of the life cycle of this parasite". What is known is that it infects beds of cultivated oysters, invades the blood cells and destroys the immune system, killing 70-100 per cent of all three-year-old infected specimens.

The parasite arrived here in the autumn of 1982 in Cornwall and has since been identified in stocks of re-laid oysters in the Helford River in Cornwall, the Mersea and Colchester areas of Essex, Poole Harbour in Dorset, and in Hampshire.

Recently, though, some encouraging news has been reported from a laboratory in Washington state in the USA. Dr Ralph A. Elston of the Battelle Marine Research laboratory studied two groups of *Ostrea edulis* over a 46-week period. One group had been taken from a population infected with *Bonamia* for about 25 years, the other from a community not suffering from the disease.

At the end of the period, 99 per cent of the oysters from non-infected beds had died, but three-quarters of the others survived: the disease-resistant oysters were able to pass on their resistance to the next generation.

Although the road from laboratory to oyster bed is long and tortuous, it might now become practical to introduce disease-resistant oysters into commercial beds, restoring production in areas closed by the parasite.

Andrew Wiseman

© Times Newspapers Ltd 1987

If you want to ignore this child's cries for help, put your hand over her mouth. (That's what her father does).

To muffle the sound of her screams Jane's father clamps his hand over her mouth. Then he rapes her.

She is six years old. With our help Jane was protected and is now being properly looked after.

But there are thousands of others like her, abused by their parents, ignored by family and neighbours who often refuse to acknowledge that there is even a problem.

They need your help. A donation of £20.66 can begin to provide protection for a sexually abused

child. So please don't cover up this advertisement. Instead place your hands on your cheque book.

I want to help protect a child and enclose my cheque or postal order.

£  £20.66  £41.32  £61.98

Access and Visa card holders may debit their accounts.

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Expiry date  MONTH CAPITALS PLEASE

Name

Address

Postcode

Please send your donation to Dr A. Gilman, Rt 114/16 NSPCC, FREEPOST, London EC1R 1QY. Telephone donations, ring 01 262 1620 NSPCC

The card quoted here is a true example. Some details have been changed to protect the identity of the child.



## An icy welcome

It hasn't been the easiest of days. A tiresome meeting. A mad dash to the airport. And another meeting that seemed to go on for ever. Relax. You're booked into a Holiday Inn® hotel. Your friendly reception brings a smile to your face. There's no worry about your room, thanks to our Guaranteed All Night Reservations. And that long iced drink has never been so warmly welcome.

Holiday Inn and Holiday Inn Crowne Plaza hotels are the world's largest chain, covering 54 countries. There are 17 in the UK and fifty others in the main business centres of Europe. For reservations, call (01) 722 7755, your travel agent, or your nearest Holiday Inn hotel. Aberdeen · Birmingham · Bristol · Cardiff · Glasgow · Leicester · London Central (3) · London/Croydon · London/Heathrow · Manchester · Newcastle-Upon-Tyne · Plymouth · Portsmouth · Slough/Windsor · Swindon (Opening 1988)



Here's to success.



# THE TIMES DIARY

## Cheque land

The perennially hard-up BBC has, I can reveal, unexpectedly landed a £12 million windfall from the collection of this year's licence fee. It is said that the man at Broadcasting House charged with the electronic equivalent of tearing open the bull envelope bearing the cheque was so stunned that he rang the Home Office to ask if it was a mistake. The extra cash — equivalent to the cost of two *Balkan Trilogies* or 160 *Blankety Blank*s — comes courtesy of the Post Office, which has managed to collect 250,000 more licences than last year and cut by a few million pounds the fee it charges for administering the collection and detecting evaders. The coup, which will be reported to Parliament next month, comes at an opportune moment for the Post Office. Last year's Peacock Committee report into BBC financing recommended that the BBC should put the annual collection out to tender.

## Pension pinch?

The Church of England will face allegations at next month's General Synod that it has fixed its pension scheme to discriminate against religious organizations opposed to female ordination. In a financial reorganization to cut costs, eight priests are shocked to discover that their £1,200-plus annual pension contributions will not in future be waived while they work for church bodies. When I asked, the board was unable to name a single pro-female-ordination organization among almost 40 affected by a review's cost-cutting conclusion that church pensions should follow industrial practice. Roger Radford, its secretary, insists: "We are not concerned with an organization's politics." One appellant, Ross Thompson, who in June became general secretary of the Church Union, said: "If you believe the pension board when it says it is the luck of the draw, then you'll believe anything." The eight are taking their case to appeal.

More evidence, surely, of shifting political sands? One of Dr David Owen's staunchest supporters, SDP policy adviser Wendy Buckley, has quit to join the think tank of the right-wing Institute of Directors. Yet she assures me her move across the spectrum doesn't mean she has deserted her boss. "I'm still an SDP member and I'm anti-merger," she says.

## Yob-watch

Football fans would be advised to be on their best behaviour tonight when England play Turkey at Wembley. Watching will be representatives of EEC police forces in London for an inaugural summit on football hooliganism. The delegates — attached to the anti-terrorist Trevi Group of Community ministers — went to work last year, under Douglas Hurd's chairmanship, exchanging intelligence on soccer violence. Joining the foreign law enforcers will be Assistant Chief Constable Ian Macgregor of the British Transport Police. He tells me it is an opportunity for the British to show off their policing of a major international. But he admits that he will be more interested in the policing than the match: "I prefer rugby myself." I suspect the Belgian representative will be keeping a closer watch on the fans' behaviour.

## Circa '66



Who is this man? For all you unconcerned hippies this mug is not that of John Lennon in his Sgt Pepper period but Sir Roy Strong. The outgoing and somewhat narcissistic director of the V&A, one of whose last shows is *The Royal Photographs of Sir Cecil Beaton*, is using a Beaton portrait of himself as part of the museum's latest mailshot. Last year the dapper aesthete tried to sell through the V&A shop a tapestry displaying him and his cat. Twenty were sold.

## Holy writ

First it was doctors and lawyers. Now priests in America are being sued for damages. After settling out \$1 million last year, 12 Roman Catholic dioceses in California, Nevada and Arizona have banded together to form their own insurance company to limit liability. Bruce Egenes, finance director of San Francisco archdiocese and director of the company, says small claims against churches have risen 60 per cent in a year. "Churches have a large number of small claims, such as people slipping on rice after weddings," he explains.

PHS

# Strapped for the odd billion

Rodney Lord explains the forces that lead Thatcherite ministers to be spendthrifts

The innocent must be puzzled by the annual arguments over public spending now claiming their seasonal share of newspaper column inches. Why is it, they might ask, that firm plans agreed between departments and the Treasury in detail and after protracted negotiation 12 months earlier invariably prove to be inadequate? Why is it that the amount by which they are said to be inadequate always seems to be about £5 billion, always involves the same spending programmes and provokes the same Treasury responses?

Public spending for 1988-89 was set in last year's Autumn Statement by the Chancellor, Nigel Lawson, at £154.2 billion. Although inflation will start next year no higher than expected, departments have as usual made bids totalling several billion pounds for extra spending. Some of these have been moved off the table during a month of hard bargaining between the new Chief Secretary to the Treasury, John Major, and his spending colleagues, but some of the trickiest questions have had to be left for the "Star Chamber" committee, expected to start work this week.

As usual the same programmes have apparently been under-estimated. An extra £800 million has already been added to local

authority spending; forecasts of social security spending are said to be inadequate in spite of the "realism" built into the figures last year; the health service needs more; the generals and admirals claim that Britain's responsibilities are spreading the defence budget too thinly; and Scotland is putting forward its usual claims for special consideration.

Such is the buoyancy of revenue that some overrun on spending may not be as disastrous for the Chancellor's Budget as it might have been in previous years. Recent estimates suggest that even if total spending for next year is increased by £3-4 billion — nearly as much as this year's increase ahead of the election — the Chancellor may be able both to make a further substantial cut in borrowing and bring down taxes.

The ground has been prepared for an increase by agreeing in Cabinet in July that while every effort should be made to hit the cash targets the underlying aim should be to keep public spending falling as a percentage of national income. With the economy expanding as fast as it is that

automatically provides some leeway. Nevertheless, the annual squabble over previously agreed spending totals leaves some room for doubt that the system of expenditure planning is the best available.

The design of the government machine must bear some of the responsibility. A system in which spending priorities are determined by inviting all the spending ministers to dream dreams and then trying to match these to the collective reality is almost bound to turn Thatcherite into spendthrifts. There is an incentive to bid high in the first place in the hope that he who bids highest will come out with most in the end.

But there is a more fundamental sense in which the system is inadequate. In all their discussions ministers in a sense are arguing about the wrong thing. The man in the street is not immediately concerned how many millions of pounds are being spent on his behalf — a number which he is in no position to assess — but on how good the service is. A government has to plan how much money it is going to spend so that it knows

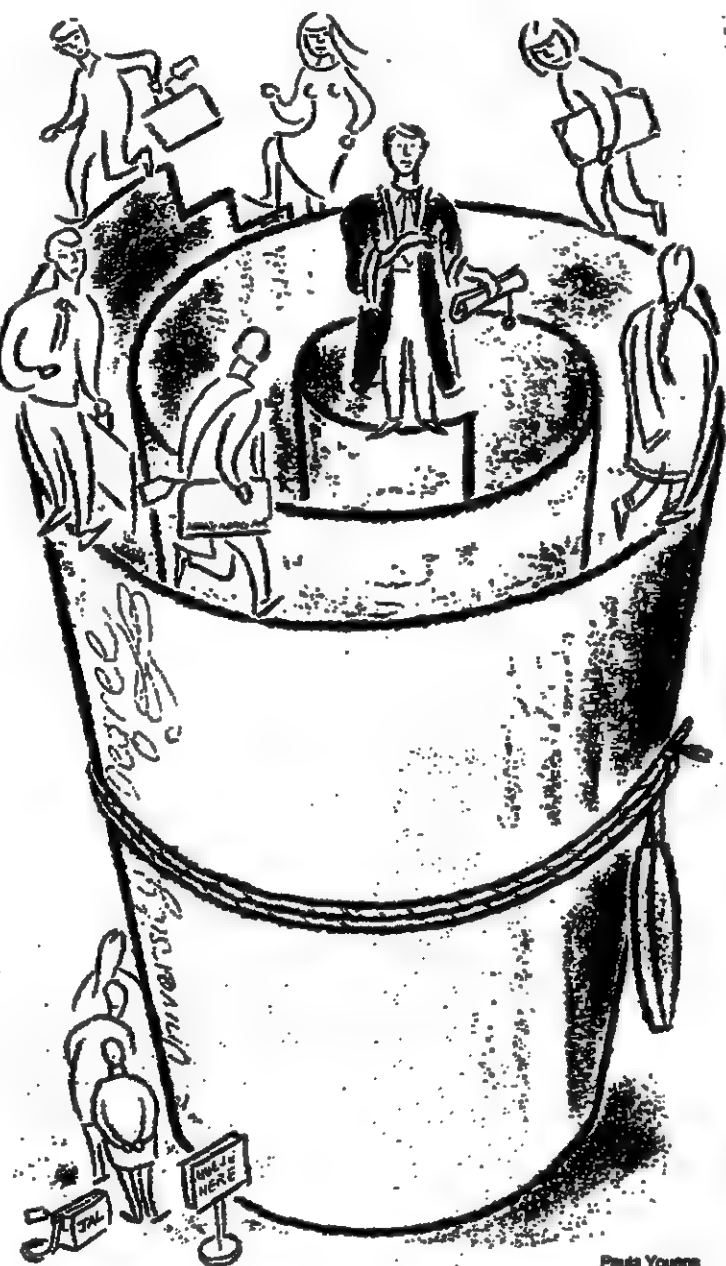
how much to raise in taxes and how much to borrow. But in assessing priorities between programmes ministers should concentrate more on the quality of health care or education or defence, and the many different ways of improving it, rather than on how many millions of pounds are to be spent.

Better services (not necessarily public) may well help to win votes, but it is not at all clear that spending more money by itself is an effective political instrument or even that not spending it carries political penalties. Public spending is higher in Scotland on practically every conceivable measure than in the rest of Britain. But if public spending is the key to winning Tory votes in Scotland, why are there so few of them?

Changing the currency in which the annual negotiations over public spending are conducted is a difficult task. The Treasury is not equipped for the job, which can only be done by changing the culture inside the spending departments themselves. Parliamentary select committees, academic research and the beneficiaries of public spending all have an important part to play in achieving that. The first spending round of a new Parliament is a good time to press the task forward.

John Clare on renewed controversy over foreign students in Britain, as hard-up educational institutions set up recruitment initiatives overseas

# The market in minds



However, the Overseas Students Trust, an independent research body, is campaigning for an increase in the number of foreign students, particularly from the Third World, to at least the 1979 level. It says universities and polytechnics should aim to recruit between 15 per cent and 20 per cent of their students from abroad.

Not everyone agrees. Aston University has recently withdrawn from the education counselling service. It says too many foreign students, especially if they are poorly qualified and concentrated in too few departments, can give an institution a bad name. It has steadily reduced its proportion of overseas students from 15 to 5 per cent.

The statistics show that although there are many outstanding candidates, a significant proportion of students from south-east Asia are admitted to British universities and polytechnics with no more than Ds and Es at A level. This helps explain why the National University of Singapore, a prestigious (and generously funded) institution with 15,000 students, takes a relaxed view of the increasingly hectic competition.

Mr Huan Tzu Hong, the registrar, explains: "Last year we had 14,000 applications for 5,000 places. We take the ones we want, the rest are for you. Some students want a British education, but most apply because their grades are not good enough to get in here."

Indeed, such is the obsession in much of south-east Asia with "credentialism" and prestige (allied to the willingness of extended families to help bear the financial burden) that any British institution that takes the trouble to promote itself is almost guaranteed as many applicants as it can handle.

Many institutions undertake individual forays, knowing that the first-year fees of one recruit will more than pay for the trip. But they are also concerned about the ethics of what they are doing.

Recently, Thames Polytechnic sent two officials to Malaysia. On a Sunday in a Kuala Lumpur hotel, Michael Lovitt, the deputy director, sat interviewing hopeful students. "We're not here primarily to recruit," he said. "We're counselling about courses that could lead to recruitment."

Later, he admitted that Thames, which has 300 overseas students out of a total of nearly 6,000, would like to recruit 100 more. "There's no question of lowering standards," he added hastily. "We want the student body to have a broader perspective."

The government believes it is for institutions to decide their own policies. It is not anxious to become embroiled in an increasingly complex and delicate area.

He also wants Mrs Thatcher to bring in legislation guaranteeing fair employment opportunities and treatment for the minority nationalist community in Northern Ireland.

In his address last Sunday in Co Kildare, at the annual commemoration of Wolfe Tone, the father of Irish republicanism, Haughey withheld from the Fianna Fail party faithful the strong anti-British rhetoric they now expect from him.

He kept close to his chest the cards he will play in the negotiations with Mrs Thatcher. His speech was couched in a deliberate, diplomatic vagueness that brought to mind the style of Eamon de Valera, the founder of Fianna Fail. So vague was de Valera in negotiations that Lloyd George in 1921 complained that dealing with him was "like trying to catch a man on a merry-go-round or picking up mercury with a fork."

If he postpones the extradition law, Haughey will again become a political figure for Britain. If he strikes a bargain with Mrs Thatcher over the next six weeks, he will have taken the Anglo-Irish agreement a step forward and will have added a second achievement to accompany his conversion to fiscal rectitude.

potential students. One evening, 700 crowded into a hotel ballroom for a presentation that began with a glossy British Council video called *Degrees of Excellence*, which underlines the range, quality and prestige of a British degree. The council says the response was overwhelming.

The international competition is real enough. There are estimated to be more than one million "mobile" students worldwide. Britain is not the only country to have identified south-east Asia as one of the richest markets.

Japan is planning a tenfold increase in overseas student numbers. In Australia, the millionaire Alan Bond is building the country's first private university at Surters Paradise principally to attract Asian students. Publicly funded universities are promoted throughout the region by the

government's hard-selling trade commission.

In Macao, the private University of East Asia busily recruits students from all round the Pacific rim. American universities dispatch hundreds of senior officials on annual recruiting drives to Tokyo, Seoul, Hong Kong, Singapore and Kuala Lumpur.

In the face of so much activity, the British Council says Britain needs to run hard just to stand still. It is pressing the government to fund what amounts to a higher education export drive, arguing that it is the nation which benefits in the long run: that when graduates return to their home countries and rise to positions of influence they will favour British goods and services and support Britain diplomatically. The government does not disagree. It spends nearly £100 million a year on overseas scholarships.

John Cooney on the changed political fortunes of the Irish Prime Minister

# 'Haugheynomics' pays dividends

ough economic programme has been implemented, and has been accepted almost with enthusiasm by a range of groups which had hitherto dogged any attempt to reform the economy.

Described as "Haugheynomics", Haughey's philosophy is unabashedly capitalist, if lacking the ideological purity of Thatcherism in its readiness to espouse traditional Keynesian intervention in the market economy. Though criticized by the Labour Party and the Progressive Democrats, the economic strategy has been approved generally by Alan Dukes, the Fine Gael leader and successor to FitzGerald.

Support has enabled Haughey to carry through his sweeping public spending cuts with comfortable majorities.

The completion of the economic plan, whatever its inherent

weaknesses, means that Haughey can now concentrate on Northern Ireland, the political priority during his previous period in office.

It is sometimes forgotten that in 1980 it was Haughey who began the process with Mrs Thatcher that led to the Anglo-Irish agreement five years later. In between, he had major differences with Mrs Thatcher over the H-block hunger strike and the Falklands War. But at the EEC summit in Brussels last June he re-established their working, if cool, relationship.

Haughey must now decide whether or not to implement an anti-terrorist extradition law from December 1. He is under strong pressure from all parties, including his own, in the Dail and from Roman Catholic leaders, not to do so unless Mrs Thatcher agrees to fundamental reform of the judicial system in Northern Ireland.

Digby Anderson

# Welfare targets they can't hit

There has recently been a flurry of reports and statements advocating radical reform of the welfare state. At last it looks as if Mrs Thatcher's third term might see some critical thinking on health, education and social security, thinking for which this column has long argued. Reform will not be easily achieved, and T.E. Utey rightly pointed out last week the political obstacles to changes that will leave the lobbying middle classes having to pay directly for "services" in health and education.

This is not the main problem, however, with social security reform. It has been argued that if any part of the welfare state does redirect income from middle to lower classes, it is social security, though the same cannot be said for the combined effect of social security and income taxation. However, this does not mean that all who receive social security need it or that those who need it most receive most. Some "radical" reformers want to see social security "targeted" better so that it goes to those "in most need", and Mr John Moore's recent speech was interpreted as sharing this concern.

"Targeting" is but today's jargon for means testing and it revives the old quarrel between means testers who advocate highly selective state handouts and universalists who favour widely spread benefits. The division cuts across political beliefs: while selectivity sits well with a "rightward" concern to cut "unnecessary" state handouts, treating each case on its own merits would require vastly increased case work and hence state bureaucracy not favoured by the "right".

Moreover, if benefit is withdrawn at a high rate for every pound earned and new earnings are taxed at a high standard rate, there is a disincentive to work. Universal benefits, on the other hand, are easy to administer and have neutral effect on incentive, but they spread relief very thin and are extremely expensive and wasteful. This expense is met through high taxation which is damaging to incentives in the economy.

However, you don't have to be a universalist to object to "targeting" those in greatest need. When you think about it, it is a very suspicious thing to advocate. It is one thing to be aware that many not in the gravest need receive handouts. It is quite another to suppose government is up to identifying particular cases of those in need.

One main thrust of the new "radical" thinking has been to show how ignorant governments are, how deprived of detailed information about the changing needs and wants of their people. My local politician claims to know who is in genuine need. All sorts of individuals know about their own and their neighbours' problems, but this quality of constantly changing, rich, local information is just not available to national systems of relief, to say nothing of

knowledge about the measures which would relieve need. That, incidentally, is one of the main arguments against nationalized welfare.

Not only do politicians not know who needs what, they need, anyone who has any understanding of markets will appreciate that there is not a given stock of people "in need" waiting to be identified, attended to and ticked off from the list. People move into "need" not least when handouts appear. Social interference in the form of state payments changes the very distribution of needs; it seeks to respond to it, it creates need.

The word "targeting" is itself a giveaway. It is a manager's term. Moore's claim's term, it suggests that if politicians and bureaucrats do their homework well, if enough commissions are appointed, if the sums are carefully checked, or enough computers brought in, then the reduction of social security can be managed so that pre-specified groups with pre-specified "needs" are affected in pre-specified ways and will respond in pre-specified fashions. Not only is there no evidence that change can be engineered by governments in this way but the belief it can is about as far from being either new or "radical" as you can get.

There is no contradiction in a free-market-leaning government intervening to reduce accepted government intervention. Obviously only political action can remove the political empire which former politicians have built up. But it is contradictory to argue that it should be removed because politicians are not competent or efficient at organizing and managing that intervention, then claim to be able to organize and manage its reduction in a finely tuned way.

There is a very respectable case for cutting the vast empire of social security, but it is simply not true to suggest the effect of the cut can be accurately targeted. We may conclude that a society with less state welfare will be better off overall, but we don't and cannot know exactly who will fare well and badly in that society. It is fraudulent to issue guarantees or indeed to wait for guarantees before acting. To those who ask how we can be sure that this or that group might not be worse off, the answer is — we can't.

There are, to be sure, examples to heed in other countries, though comparisons are bedevilled by other variables, and there are broad guidelines reform might remember, but essentially the path of political reform, especially in welfare, is a messy, pragmatic and unpredictable business. And that surely is the reason for undertaking it to move from a society where the state purports to know and organize its people's needs to one where welfare is the outcome of a vast array of voluntary, dispersed human interactions known only to those involved. The author is Director of the Social Affairs Unit.

however... Pearson Phillips

# Rescued from Postman Pat

When bed-time came the children said goodnight, and left. Extraordinary, I then began to notice other things, abnormal things. Where was the whining noise that goes with children demanding "something to do"? Why were they smiling and laughing all the time? Why were they so concerned about keeping us all entertained, acting plays for our amusement, remembering all our names and offering us chocolate biscuits?

After a week in the company of this pair of sub-10-year-olds I decided that something very rum was going on. These children actually seemed to thrive on human company, old and wrinkled though we were. Were they aliens, disguised as children, programmed by people who had access only to *Swallows and Amazons* and *The Railway Children*? They did seem to have a timeless quality about them. The dreaded syllables "Postman Pat" weren't uttered once.

That gave me a clue, and it was duly confirmed. Their father had banned television from the home. What naked abuse of parental power! Alert the social services. Ring up Childwatch. Get the civil liberties people on to this. How will those poor children be able to relate to their television-watching friends if their Luddite father has deprived them of *Chish'n'Fips* "the adventures of two garden gnomes"?

How will they take their rightful places in the "key-pad" generation at a time when even four-year-olds know how to pre-set the video to catch the Pink Panther? I even found their mother corrupting their minds by reading to them from an unbowed children's book.

What will happen to them? They'll get on very well, I should think.

There is a story by E.M. Forster called *The Machine Stops*. It was his only science fiction work, inspired by H.G. Wells. It looks forward to the time when everyone lives alone in an underground honeycomb of comfortable cells, with all their needs provided for by The Machine. Nobody actually visits anybody any more. They "exchange ideas" through their "screens". Visits to "Outside" are

discouraged by a sinister ruling body called The Committee. People just sit in their chairs in front of their screens all day, having food provided for them at set times automatically.

We seem to be... oh, excuse me a moment, here comes the sandwich trolley, yes, one cheese and pickle and one ham and salad, thanks... where was I? Oh yes, we seem to be galloping down that road.

But the crux of Forster's story was that there were still some rebels who yearned for Outside, the real world of air, trees and mountains. Very naughty. The Committee frowned on that kind of disruptive thinking.

I can see that my two young friends, who had never heard of Wogan but could tell me how to distinguish a cormorant from a shag, are going to be leading members of the rebel Outsiders. There are plenty of us, trooping sadly between office screen and home screen, who still have the yearning. But The Committee has most of us well under control. Being fed on a new glossy diet of country magazines and "country-style" margarine will keep us quiet.

The Countryside is now safely under the control of a Commission. For really tough cases there are special exercise areas, called Long-Distance Paths. Some cling desperately to stage-managed confrontations with Nature, like jogging on the spot, slaughtering specially reared pheasants or tearing themselves away from their video golf to play a real game. (Incidentally, I see indoor golf is the Committee's latest "idea".)

For others there is always David Bellamy, or that screen which is apparently used by three-quarters of all visitors to the countryside, the car windscreen. You can see them parked, just taking a last look at it before the underground honeycomb world takes them and their children over.

Actually, those two have given me new heart to fight this thing. Having got all that off my chest I am going to make a gesture. The Committee may frown, but I am putting my sandwiches in the waste bin. I am going out to lunch. So there.





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## PRIZE PIETY

President Arias of Costa Rica deserves a prize. The prize he should receive is for being one of the small, though happily growing, number of Latin American rulers who must submit to election and who preside over a recognisably liberal polity. The prize he should not have been given is the one he received yesterday for his work for peace in Central America.

To say this is to mean no disrespect to President Arias personally. It is the idea of peace prizes for politicians which is at fault. The Nobel peace prize suited Albert Schweitzer, who received it in 1952, Mother Teresa (1979) and Dr Andrei Sakharov (1975). None of these was a politician. Their work had about it a disinterested quality. In the eyes of the world, such people stand for large and timeless values removed from specific political programmes or systems or national interests.

But the politician is a different animal. He lives in a realm which is altogether more realistic, calculating – murkier, even. When he makes a treaty with another power, he is generally serving his own national interest – sometimes just his own personal interest in his struggle against his domestic opponents. Peace may be the result. If so, the world benefits from his actions. But peace is not necessarily what motivates him. His actions do not have the same disinterest as those of a father Teresa.

Peace generally comes about as a result of a balance of power between those who might otherwise go to war with one another – a sad truth, but one which this fallen world has not been able to disprove. There are plenty of friends and circumstances in which generals and cunning diplomats make a greater contribution to peace than the more high-minded figures who are likely to attract the admiration of equally high-minded Scandinavian juries.

Talleyrand, servant of Napoleon though he is, was ever anxious to betray or outwit his superior when he thought it might serve the use of peace for France. Such a cynic would

never have won a Nobel prize, though he helped win the long, relative peace among the post-Napoleonic great powers.

President Arias receives his prize for his Central American peace plan. Its essence was that all the countries in the region should stop trying to subvert one another and stop receiving weapons from the United States and the Soviet Union. Admirable sentiments.

It might work. If it does, it will be because the only one among the regimes which subscribes to the doctrine of exporting revolution – Nicaragua – is temporarily too exhausted to do much more exporting and has already done all the subverting it needs to secure its domestic power. And Nicaragua will have no difficulty receiving Soviet weapons through intermediaries.

The award is another example of the way in which signatories of peace treaties are widely regarded as automatically contributing to peace and qualifying for the peace prize. Dr Kissinger and Mr Le Duc Tho, of North Vietnam, jointly received the Nobel prize for negotiating a peace treaty in Vietnam. North Vietnam violated the treaty and occupied South Vietnam, imposing the system which is the author of that country's present poverty. But that was the year after the peace prize had been awarded.

By these standards, Molotov and Ribbentrop would have qualified for the award had their handiwork not been followed by war so quickly. The Churchill of the 1930s, who believed that peace could be secured only by Britain and France rearming, would not have qualified. In fact, after the war which his treaty helped unleash, Molotov was indeed recommended for a Nobel. So, at various stages in their careers, were Mussolini and Stalin.

Is it all so absurd as to be harmless? No. It is dangerous. It encourages mankind to believe that peace is really served by those who strike postures and hope for the best rather than those who scorn the pieties of Scandinavia and secure their countries against the worst.

## THE SINKING OF ILEA

Too many children, the Prime Minister noted last week, have been cheated of the right start in life by a poor education. One need look no further for proof of that than inner London, on those responsible for running the Inner London Education Authority now admit. If, in private, that most of the 140 comprehensive schools attended by more than 1,000 of the capital's children are "sink" schools – the sort of places, in other words, in which children's chances.

Some in the authority, including many of its senior administrators, have known his educational catastrophe for years. They have even proposed some sensible and familiar reforms: a core curriculum, regular testing, an emphasis on the quality of education instead of obsession with anti-racist and anti-sexist initiatives. It has all been to no avail. Some of the reforms have been undermined by teachers' union and working to rule. But most have been blocked by the Left under the guise of ending comprehensive education.

It is fair, the disaster has not gone unnoticed by its perpetrators. Mr Neilcher, who is not only the leader of the ILEA, the education spokesman for the Labour-controlled Association of Metropolitan Authorities, recently lectured the party faithful at the need to respond to parents' fears. "I bluntly," he said, "those fears are that comprehensive education as currently provided does not stretch and challenge children enough or provide them with the essential skills needed for survival in the modern world." He even suggested that urban authorities should follow the American model – shamedly "elitist" according to standard A thinking – of setting up specialist "gift" schools.

The sight of sinners coming to repentance is to be a tribute to the Government's schools. In ILEA's case, however, it could be an attempt to head off reform. We see the light, the authority will claim, so it is really no need to let the boroughs opt out. Furthermore, the plan has already brought to the brink of administrative breakdown.

## WHEN THE RHETORIC STOPS

Young wants to reorganize the work of the new department, Trade and Industry, so it is equipped to cope with the "problems access" rather than providing the safety net. The rhetoric is welcome, as far as it goes, and could be applied with advantage to the DTL. The challenge will be to turn principles into action.

Government which believes in free enterprise should naturally concentrate more on DTI's Trade responsibilities – politically "sensitive" bit – and less on its industry business – the glamour of spending taxpayers' money on high-profile projects. Regulation, necessary, is a proper responsibility of government. Consumers must be protected, competition preserved. But the role of government has never sat easily with the role of industry.

Government has already cut the DTI 1, but subsidies of one kind or another by the DTI to industry still total at least £1 billion a year. Lord Young has said that it is to look much more closely at the economic output achieved by these subsidies. Good. But there are strong forces ranged against him: not least there are the bells which are rung for constituency interest and prestige.

Anything which Government can do to help industry apart from handing it money? Lord Young believes there is. So long as Government does not take the strategic decisions which should be left to industry there is for Government to play an "enabling

Things will get even worse if it goes through. That, certainly, is what Mr William Stubbs, the education officer, argued in his agonised report to the authority earlier this week. Should his warning be dismissed; or should the Government pay heed at least to that part of it which spells out the likely consequences of allowing what remains of the ILEA to carry on while boroughs (and schools) opt out one by one over an indefinite period?

Should not the ILEA, as Mr Stubbs suggests, be abolished altogether? Who, after all, is going to benefit from remaining under the control of an administration with such an appalling record? The obvious answer is, no one.

There are, however, only two options. Either the Department of Education embarks on a period of direct rule, which seems both unlikely and undesirable, or it hands over the rump of ILEA schools to such Labour-controlled boroughs as Lambeth, Southwark, Hackney and Islington.

At first sight, the prospect is so daunting it is hardly surprising that the Government has preferred to duck it. Yet, for the sake of London's children, it must now be faced. Could the Hackneys and Lambeths be worse than the ILEA? Might they not be more responsive than the ILEA has ever been to local pressures and demands?

These questions cannot be answered with confidence. But there will be a poll tax in place to sharpen the new authorities' responsiveness. A national curriculum and a system of national testing will ensure a basic minimum provision. If local control is still uncongenial, schools will have the power to break free.

There are already small signs that authorities like Brent and Ealing are coming to their senses. Brent, for example, has just published a remarkable plan to "provide the kind of education people want". It is precisely the response the Government is looking for. That is why it has put such emphasis on a policy of devolution accompanied by greater accountability, a policy expressly designed to clean up the sort of mess that the ILEA has created. It should put it to the test.

role. This is particularly true for small businesses.

The scope for sharing information and central services has been dimly recognized for some time. It was part of the *raison d'être* of the little Neddies now being culled by the Chancellor, Mr Nigel Lawson. Lord Young's answer is to market more energetically the information and services which the DTI itself can provide.

Whereas cash has been misapplied on a heroic scale over the decades, exhortation has been generally harmless. It may even do some good. There is, for example, a great deal to be done in improving the links between industry and education. One does not need to believe that the curriculum should be determined solely by industry's managers to concede that a more vocational approach could benefit both industry and its future employees.

There is also a job to be done in organizing industry in the run-up to completing the internal market in the EEC in 1992. It will not help Britain if the only standards adopted are German.

New directions are much beloved of new ministers and it remains to be seen whether a year from now there has been any detectable shift in the culture of the DTI. None the less, it would be heartening to hear a similar determination in other corners of Whitehall. For instance, once the Department of Energy has privatized its major responsibilities, will it do the decent thing and vote itself out of existence?

## Alarms curb could harm elderly

From Lady Saltoun

Sir, The draft housing benefit regulations for April 1988, soon to be debated in Parliament, will change the rules applying to the provision of emergency dispersed alarms for frail, elderly and disabled people.

At present, those requiring alarms who are on low income can get help through housing benefit, with service charges levied to cover the cost of providing an alarm and warden support, whether they live in sheltered housing or in their own homes in the community.

It is proposed that, from next April, housing benefit help will be confined to those living in specially built sheltered housing or disabled persons' housing and will not be given to those who remain in ordinary flats and houses. This proposal is framed in paragraph 1 (c) of schedule 1 of the draft regulations, which have been deposited in the House of Commons Library.

Emergency alarms linked to peripatetic wardens are an effective way of enabling vulnerable elderly people to call for help while living alone in their own homes. A large percentage have low incomes and cannot afford the cost of these alarms.

It is true that, under section 2 of

the Chronically Sick and Disabled Persons Act 1970, there is a duty imposed on local authorities to provide "additional facilities designed to secure... greater safety, comfort or convenience" of such persons resident in their area. Nevertheless, various organisations involved with the provision of these alarms are gravely concerned that some local authorities will fail to provide them, due to lack of funds, and some local authorities have already said that after April 1988, they will be unable to provide alarms for those who cannot afford to pay for them.

The proposals in the draft regulations are inconsistent with the Government's commitment to care in the community and also very shortsighted, since the cost of an alarm is up to £5 per week, whereas the cost of residential or nursing home accommodation is up to £175 per week and sheltered housing, where available, is also much more expensive.

If the Government do not want to pay the cost of these alarms through housing benefit, then they should either do so through the income-support scheme or some form of reimbursement of costs to the local authorities.

Yours faithfully,  
SALTOUN,  
House of Lords,  
October 9.

## Coup in Fiji

From Mr H. P. Hall

Sir, Dr C. F. Forsyth (October 2) appears to have overlooked the fact that the Queen also headed "the lawful government of Sierra Leone" in March 1967, when Major Charles Blake and a number of army officers established a National Reformation Council, dissolved the House of Representatives and all political parties and prohibited membership of political parties. The Governor General was forced to leave the country.

There was also a coup in Grenada in March 1979, when the 1974 Constitution was suspended and the Peoples Revolutionary Government set up a Peoples Consultative Assembly to draft a new Constitution. In that coup the Governor General was not removed.

Bangladesh, formerly East Pakistan, came into existence as a result of rebellion (assisted by

India) in 1971 and joined the Commonwealth in 1972, which led to Pakistan leaving it.

The Commonwealth has no legal definition. It is a free association of sovereign nations which once formed part of the British Empire. A coup is a coup is a coup in whichever country it occurs as it involves changing the Constitution by unconstitutional methods, sometimes involving considerable bloodshed.

Fiji is not yet a formal republic and many of us who know Fiji hope that the Governor General, Ratu Sir Penaia Ganiavu, can devise an acceptable Constitution. Military intervention by Australia and New Zealand, as advocated by Dr Forsyth, will certainly not help. Yours faithfully,  
H. P. HALL,  
Robina,  
The Chase,  
Ringwood,  
Hampshire,  
October 2.

## Access to books

From the Director General Bibliographic Services, The British Library

Sir, Mr David Whitaker's suggestion (October 3) that, instead of itself creating bibliographic records for the library community from the copyright deposit intake, the British Library should buy in catalogue records from the other two English copyright deposit libraries, makes very little sense.

At present both Oxford and Cambridge are customers of the National Bibliographic Service and are as much affected by the shortfall in timeliness with which the British Library's current "action plan" is intended to deal as the rest of the library community.

If we were to reverse the relationship, and the British Library became a customer of one or other of them, we should simply be exporting the problem from an institution which has a clear national function in this area to one which has neither the commit-

ment nor the equipment to deal with it.

His further suggestion that we take catalogue data from the Library of Congress and edit it for UK use is scarcely novel. We have been doing this since 1977.

Finally, those who think like Mr Fleming, with whom this correspondence began (September 11), that the Library of Congress catalogue books more rapidly than the British Library, should note that this is true only to the extent that it relies more comprehensively on a "cataloguing in publication" programme of the kind which both Professor Sir Geoffrey Elton (September 25) and Mr Whitaker, who supports him, apparently believe British publishers are incompetent to handle. The British Library does not share their view.

Yours faithfully,  
P. R. LEWIS, Director General of Bibliographic Services,  
The British Library,  
2 Sheraton Street, W1.

## Word of honour

From Mr Gerald Bonner

Sir, Your correspondent, Anthony Aridge (October 9), suggests that the judicial oath should not be imposed upon witnesses under 14. I would suggest that it should not be imposed on anybody, but should be abolished as an outdated and rather superstitious survival in the secular society of the 20th century.

An oath, for its validity, depends upon the assumption of a supernatural sanction awaiting those who break it. It is therefore effective only for those with strong religious convictions, who are in a minority today and would be, in any case, among those witnesses least likely to lie in court.

It is also questionable whether an oath taken under constraint, as is the case in English courts, is

morally binding on the taker. Certain moralists have held that it is others would most certainly say that it was not.

Finally, there is the consideration for Christian believers that the founder of their religion denounced oath-taking (Matt. v. 33-37) and that attempts made to explain away the veto are singularly unconvincing.

In these circumstances the only honest course is to abolish the oath and to rely on the very considerable powers of the courts to impose penalties on those who refuse to answer or who answer falsely.

Yours faithfully,  
GERALD BONNER,  
University of Durham,  
Department of Theology,  
Abbey House,  
Palace Green, Durham,  
October 9.

## European defence

From Mr W. T. Hutton

Sir, In recent days, contributions in your columns from Lord Carrington (report, October 6) and Sir John Nott (articles, October 5 and 6) underline the urgency of a new approach to Europe's defence posture.

The issue we must face immediately, however, is the need for some real leadership in finding new cohesion and self-respect in Western Europe. For almost half a century Europeans have been content to shelter under the umbrella of US aid or support. Now that great country has impending problems south of its own borders and across the Pacific which will inevitably absorb more attention in the years ahead. For how much longer can we expect yet unknown American presidents to station men and material in a Europe which makes the minimum of effort to secure its own defence?

Potentially, Western Europe is a superpower of unprecedented proportions and significance, which should be capable of regarding threats from any quarter as

derisory. Surely in a marriage of defence interests between Britain and France we still have one nucleus of some real progress? In this century Churchill and de Gaulle, albeit in their different ways, have alone had the necessary vision of a Europe with a purpose.

It seems sad at this hour that our once great country cannot seem to rise above an obsession with tax cuts to take the lead which Europe needs.

In a renewed commitment to our own and to European defence we could salvage both pride and economy to become part of a force to be reckoned with, rather than a supplicant to be suppressed. Let us start before others attempt either to bargain us away or lull us into a false sense of security in their own interests.

If we fail to act in Europe it will be to our eternal shame since both our culture and our economy will suffer irreparable loss. Posterity deserves better than this. Yours sincerely,  
W. T. HUTTON,  
8 Sutherland Avenue,  
Pettis Wood, Orpington, Kent,  
October 7.

## Link with China being weakened

From Professor F. J. Wallace, FEng

Sir, Having just returned from my third extended lecture tour in China, in the course of which I have visited seven departments of mechanical engineering in four major cities as well as a number of engine factories, it is with considerable concern that I note the declining role which we appear to be playing in the development of that vast country.

Of the enormous good will of Chinese engineers and scientists towards Britain there can be no doubt, but it is evident that they are turning increasingly to Germany, the United States and Japan, both in the academic field with which I am particularly concerned and, perhaps even more importantly, in their industrial development.

Our very high overseas student fees have resulted in a marked decline in the number of post-graduate students sent to us, while Germany, the United States and Japan not only welcome these students but, through various government and private agencies, provide generous financial sup-

port. Our British Council, on the other hand, finds its resources stretched to breaking point as Government support for its academic activities is eroded year by year.

In the very important field of automotive engineering joint ventures are being launched on an ever-increasing scale with German, American and Japanese companies, with large-scale technical and financial backing.

There is still time to recover something of our potential share of this vast market, but it will require a very determined effort, on the part of Government by abandoning its policy of extreme parsimony, the universities by entering more enthusiastically into joint academic arrangements and industry in pursuing much more aggressively the vast opportunities which exist.

Yours faithfully,  
F. J. WALLACE,  
University of Bath,  
School of Mechanical Engineering,  
Claverton Down,  
Bath, Avon,  
October 9.

## An Oxford appeal

From the Vice-Chancellor of the University of Oxford

Sir, I am glad that *The Times* (report, October 10; *Spectrum*, October 12) has drawn attention to Oxford University's plan to raise additional money from private sources. Oxford has many projects involving expansion and development of areas of academic excellence. We need extra money to sustain the base and to fund the growth.

Independence and autonomy are also essential for the intellectual vigour of a university. Overdependence on public funding (now increasingly earmarked) is, therefore, undesirable. So we need money for general endowment and for specific purposes.

Let me give an impression of what have been given that Oxford is on the verge of bankruptcy. I must make clear certain facts about our financial position. Our grant from the University Grants Committee was cut last year and further cumulative cuts have been promised annually until 1989-90.

A year ago it was possible to envisage that, on the gloomiest possible projections, there might be a shortfall in income of some £10 million a year. We have not planned on a "worst-case" basis, but we have introduced a severe retrenchment programme involving 11 per cent cuts overall for the very purpose of ensuring that by 1990 our expenditure will match our currently projected income (making no allowance for appeal income).

The question of "bankruptcy" does not, therefore, arise, nor do we envisage annual deficits of income against expenditure after 1990 – let alone deficits of the order of £10 million a year. We are taking care to see that our reserves will not be exhausted.

Finally, I should add that we have not yet determined the precise target figure to be raised by the appeal which is to be launched next year. It will clearly be large. Yours etc,  
PATRICK NEILL,  
University of Oxford,  
University Offices,  
Wellington Square, Oxford,  
October 13.

## Sign posts

From Mr Michael Morgan

Sir, As a young sub-editor at Reuters in the early 1950s I remember "the shark-infested Timor Sea" appeared regularly in stories emanating from our Asian desk.

Without looking at a map I couldn't place it exactly, but I certainly knew it was a place to steer clear of. Yours faithfully,  
MICHAEL MORGAN,  
1 Larch Road, NW2,  
October 12.

## Giving the elbow

From the Curator of the Dickens House Museum

Sir, Perhaps the closest observer of human behaviour in the 19th century indicates quite clearly that competent coachmen would have blushed at the thought of not being able to make a hand free (letters, October 6, 10).

In chapter 28 of *Pickwick Papers*, Mr Pickwick and friends travel by stage-coach to Rochester. On a straight stretch, the coachman, holding whip and reins in one hand, takes off his hat with the other, and resting it on his knees, pulls out his handkerchief, and wipes his forehead, partly because he has a habit of doing it, and partly because it is as well to show the passengers how cool he is, and what an easy thing it is to drive four-in-hand when you have had as much practice as he has.

Dickens doesn't indicate how a coachman might get a friend during a tricky manoeuvre. Perhaps then the elbow came into play.

Yours faithfully,  
DAVID PARKER, Curator,  
The Dickens House Museum,  
48 Doughty Street, WC1.

From Mr James Orley-Brennan  
Sir, In *Tom Brown's Schooldays* Thomas Hughes writes of coachmen passing one another "with the accustomed lift of the elbow". Yours faithfully,  
JAMES ORLEY-BRENNAN,  
2 Albury Walk,  
Eaton, Norwich.

## ON THIS DAY

OCTOBER 14 1929

In the first weeks of the Second World War public life in Germany was drastically curtailed. German bombs fell on the Zoological Gardens on more than one occasion. The story is told that when the zebra house was hit three zebras were freed and were rounded up by the Secretary of the Zoological Society, Dr Julian Huxley, in dressing gown and pyjamas.

## A WAR-TIME ZOO STOCK OF ANIMALS RETAINED

From Our Special Correspondent

Large numbers of the public still believe that the London Zoo is closed, in spite of many notices in the Press to the contrary and a recent broadcast. Actually the Gardens were only closed in the early days of September, and have now been open again for a month. The public have the further impression that many of the Zoo's important animals have been destroyed or evacuated. The actual fact is that an ordinary visitor to the Gardens to-day would scarcely notice any difference in its stock of animal inhabitants. The comprehensive nature and completeness of the collection has been in no way impaired by the destruction of a few redundant and mostly elderly animals. In the aquarium and reptile house alone can any serious change be noticed.

As for evacuation, this has taken place on a small scale, and the only notable absentee are the giant pandas and the riding elephants. All the rest of the Zoo's rare and curious creatures are still at Regent's Park, and the Zoo authorities have no intention of letting them go.

This week some of those few who were originally evacuated to Whipsnade have returned to Regent's Park. These include the two orang-utans, some spoonbills, caracaras and tamarins, as well as a fine group of eight crowned pigeons, which are now housed in the pheasantries. This return does not mark any change of policy, since the birds had been sent to Whipsnade for the summer weather only, and the orang-utans had only left until such time as the monkey house had settled down to a routine suitable to its reduced staff.

## RELEASED BIRDS

A few birds of a kind which could safely be trusted to look after themselves have been released in Regent's Park. These include some kites; yesterday one was flying over the Gardens much to the interest of a flock of crows. Although it could not be said to have been mobbing the kite, was following it about intently. A pair of kestrels have also been released, several jays, magpies, and jackdaws, and some of the common herons from the southern aviary. One of these last-named birds attracted admiring attention from members of the public crossing one of the bridges over Regents Canal. The bird was stalking majestically along the kerb of the canal catching immovable small dace with swift darts of its beak.

## WAR BABIES

Among the first war babies at the Zoo were a pair of twin African crested porcupines, of which the survivor is doing extremely well. When born, these creatures are at an advanced stage, and are minute replicas of their parents, with their eyes open and a disposition to scurry about quite fast. Though porcupines are born with what appears to be their full complement of quills, and with the power of raising them at will, yet these quills are quite soft and pliable to start with, and take about a fortnight to harden properly. The baby porcupine in the small mammal house at the moment has just reached this stage.

The Society's Library is now open again to Fellows after its statutory month for cleaning. In this case, however, cleaning has meant a very large reorganisation. Many of the valuable runs of journals (which make the Zoo one of the most comprehensive private zoological libraries in the world) have been moved to the basement, and a new temporary index has been prepared, so that Fellows will have little delay in getting the books they want. As previously reported, a few (but only a few) irreparable books have been transferred to a safe place in the country.





## COURT AND SOCIAL

### COURT CIRCULAR

BUCKINGHAM PALACE  
October 13. The Princess Royal this morning visited Staffordshire.

Her Royal Highness was received by Her Majesty's Lord-Lieutenant for Staffordshire (Sir Arthur Bryan), and visited Evode Group plc, Stafford (Chairman and Chief Executive, Mr A. Simon).

The Princess Royal afterwards opened and toured the new Underground Museum at Chatterley Whitfield Mining Museum, Stoke-on-Trent, escorted by the Chairman of the Trustees (Councillor R. Southem) and the Mine Manager (Mr K. Salt).

Her Royal Highness subsequently opened the new production unit and Headquarters of Century Oils Group plc at Etruria, Stoke-on-Trent and was entertained at luncheon by the Chairman and Managing Director (Mr C.H. Mitchell).

The Princess Royal this afternoon opened the new housing development by the Spiral Housing Association for adults suffering from Cerebral Palsy in Harborne, Birmingham.

Her Royal Highness was received by Her Majesty's Lord-Lieutenant for the West Midlands (the Earl of Aylesford) and the Chairman of the Association (Mr S. Lourie).

The Princess Royal later opened and toured the Centre for the Blind and Partially Sighted in Walsall, West Midlands, escorted by the President, Walsall Society for the Blind and Bishop of Lichfield (the Right Reverend K. Sutton).

Her Royal Highness, attended by Mrs Malcolm Wallace, travelled in an aircraft of the Queen's Flight.

KENSINGTON PALACE  
October 13. The Princess of Wales this morning opened the new offices and workshops of the South Lincolnshire Enterprise Agency at Station Road, Grantham, Lincolnshire.

Her Royal Highness later planted an apple tree at St Peter's Hill to commemorate the Sir Isaac Newton Festival Year.

The Princess of Wales subsequently opened the new Community Health Clinic, Grantham.

Her Royal Highness, attended by Mrs Max Pike and Commander Richard Aylard, R.N., travelled in an aircraft of the Queen's Flight.

The Princess Margaret, Countess of Snowdon, President of the National Society for the Prevention of Cruelty to Children, this afternoon opened the Kensington and Chelsea Child Protection Team's Family Centre at 36 Oxford Gardens, W10.

Mrs Jane Stevens was in attendance.

Princess Alice, Duchess of Gloucester, Patron, London House for Overseas Graduates, was present this evening at a reception at William Goodenough House, Mecklenburgh Square, W.C1, to mark the 50th Anniversary of its foundation.

Mrs Michael Harvey was in attendance.

The Duchess of Gloucester, as President, this afternoon visited The Royal Alexandra and Albert School, Gatton Park, Reigate, Surrey.

Mrs Michael Wigley was in attendance.

# Britannia is aiming to conquer the gold markets

By Amanda Pardee

The Britannia, the British gold bullion coin, goes on sale today. The Royal Mint hopes to take more than 5 per cent of the world bullion coin market.

The Britannia will compete with Canada's Maple Leaf coin, the Australian Nugget and the American Eagle, and the range will be available from thousands of banks and building societies throughout Britain.

The progressive freezing out of South Africa's Kruggerand coin has opened up the world's coin trade, and Paymaster-General Mr Peter Brooke said he believed the Britannia would be the most beautiful of all gold coins.

The design for the reverse side of the coin, which was kept under wraps until the official launch by the Royal Mint yesterday, was created by Philip Nathan, formerly an engraver at the Royal Mint.

It will be available in four sizes - one ounce, with a legal tender value of £100, half an ounce with a face value of £50, a quarter of an ounce with a value of £25 and one-tenth of an ounce, the so-called baby Britannia, with a value of £10.

In fact, they are not likely to be used as legal tender and their value will reflect the world price of gold, currently around £180 an ounce. As a

## Marriages

Mr M.J. Daly and Miss S. Collins  
The marriage took place on Saturday, October 10, in St Martin's Church, Chalfont St Giles, Bucks. The bride, daughter of Mr and Mrs John Daly, of North Chalfont, Bucks, was married to Mr Michael John Daly, son of Mr Kevin Daly and Mrs Margaret Busch, of West Hampstead, London. The bride's bridesmaids were Miss Sarah Daly, daughter of the late Mr John Collins and Mrs Collins of Putney, The Rev Tom Gately officiated.

The bride, who was given away by her brother, Mr Peter Collins, was attended by her cousins, Grace and Clare Sweeney. Mr Peter Daly was best man.

A reception was held at Chalfont House and the honeymoon is being spent abroad.

Mr J.M. Duggan and Miss J.E. Moon  
The marriage took place on Saturday, October 10, at St Martin's Church, Westminster, between Mr Jean-Marc Duggan, younger son of the late Mr Andre Duggan and of Mme Duggan, of La Rochelle, France, and Miss Jeanne Moon, daughter of Dr Charles Moon, of Redruth, Cornwall, and Mrs Elizabeth Whittingham, of Winchester, Hampshire. The Rev Michael Hayes officiated.

The bride, who was given in marriage by her father, was attended by Miss Katrina Herrian and Miss Kate Slade. Mr Bernard Gerbe was best man.

A reception was held at the Britannia Hotel, Grosvenor Square, and the honeymoon is being spent abroad.

Mr L.S. Jackson and Mrs P.H. Johnstone  
The marriage took place on Monday, October 12, 1987, at St Martin's Church, Chalfont St Giles, Bucks. The bride, daughter of Mr and Mrs Lionel Stewart Jackson, of New Haven, Connecticut, United States, and Mrs Patricia Hope Johnstone McAuliffe, younger daughter of Mr and Mrs Alexander M. Johnstone, of London and Monte Carlo.

Mr P.A.L. Krok and Dr E.J. Krok  
The marriage took place on Friday, October 9, between Mr Peter Alfred Larson Krok, only son of the late Mr Sven Krok, and Mrs Betty Krok, of Wimbledon, and Dr Elizabeth Jane Maher, eldest daughter of Dr and Mrs Gerard Maher, of Edgbaston, Birmingham.

Mr C.L. Sammes and Miss J.S. Hicks  
The marriage took place at Beaconsfield, on Saturday, September 26, 1987, between Mr Christopher Sammes, son of Mr and Mrs Victor Sammes, and Miss Christine Hicks, daughter of Mr and Mrs Donald Hicks.

The bride was attended by Miss Nicholas Hicks. Mr Malcolm Iliff was best man.

Mr T.W. Sanderson and Miss D. Masson-Taylor  
The marriage took place on Friday, October 9, at St Paul's, Knightsbridge, between Mr Timothy W. Sanderson, son of Dr Michael Sanderson, and Miss Damaris Masson-Taylor, daughter of the late Mr A. Clifford Taylor, and Mrs A.C. Masson-Taylor. The Rev Christopher Courtland officiated.

The bride, who was given in marriage by her father, was attended by Miss Katrina Herrian and Miss Kate Slade. Mr Bernard Gerbe was best man.

A reception was held at the Britannia Hotel, Grosvenor Square, and the honeymoon is being spent abroad.



The reverse of the coin was kept secret until yesterday when it kept another face hidden (Photograph: Tim Bishop).

## Bridge

### Canada in lead after round four

From a Bridge Correspondent, Ocho Rios, Jamaica

Canada went into the lead in the men's Bermuda Bowl world bridge team championship with a 20 points to 10 victory over Britain in the fourth round.

The Canadian team of six newcomers to world championship bridge, captained by George Minterman, ended the round one point ahead of Pakistan, who beat New Zealand 21-9.

Chinese Taipei, who lost to Canada in the third round earlier on Monday, scored a 23-7 victory over Venezuela, who had led the standings after three rounds. Brazil beat Jamaica 22-8.

In the final three matches of the first round, Britain would appear to be in a relatively easy position. They meet New Zealand, Taiwan and Jamaica.

In the women's Venice Cup, the United States recovered from a heavy half-time deficit against Italy to tie 15-15 in a top of the standings clash.

Argentina beat Australia 16-14 and Venezuela edged past Jamaica 19-11. China rounded off the round with a 22-8 victory over Egypt.

Standings after three rounds: Bermuda Bowl - Canada 20, Pakistan 10, China Taipei 15, New Zealand 14, Brazil 12, Venezuela 11, Jamaica 8, Argentina 7, Taiwan 6, Australia 5, Egypt 4.

Women's Venice Cup - USA 15, Italy 15, Argentina 16, Australia 14, Venezuela 19, Jamaica 11, China 22, Egypt 8.

Standings after four rounds: Bermuda Bowl - Canada 30, Pakistan 20, China Taipei 25, New Zealand 24, Brazil 22, Venezuela 21, Jamaica 18, Argentina 17, Taiwan 16, Australia 15, Egypt 14.

Women's Venice Cup - USA 25, Italy 25, Argentina 26, Australia 24, Venezuela 29, Jamaica 21, China 32, Egypt 18.

Standings after five rounds: Bermuda Bowl - Canada 40, Pakistan 30, China Taipei 35, New Zealand 34, Brazil 32, Venezuela 31, Jamaica 28, Argentina 27, Taiwan 26, Australia 25, Egypt 24.

Women's Venice Cup - USA 35, Italy 35, Argentina 36, Australia 34, Venezuela 39, Jamaica 31, China 42, Egypt 28.

Standings after six rounds: Bermuda Bowl - Canada 50, Pakistan 40, China Taipei 45, New Zealand 44, Brazil 42, Venezuela 41, Jamaica 38, Argentina 37, Taiwan 36, Australia 35, Egypt 34.

Women's Venice Cup - USA 45, Italy 45, Argentina 46, Australia 44, Venezuela 49, Jamaica 41, China 52, Egypt 38.

Standings after seven rounds: Bermuda Bowl - Canada 60, Pakistan 50, China Taipei 55, New Zealand 54, Brazil 52, Venezuela 51, Jamaica 48, Argentina 47, Taiwan 46, Australia 45, Egypt 44.

Women's Venice Cup - USA 55, Italy 55, Argentina 56, Australia 54, Venezuela 59, Jamaica 51, China 62, Egypt 48.

Standings after eight rounds: Bermuda Bowl - Canada 70, Pakistan 60, China Taipei 65, New Zealand 64, Brazil 62, Venezuela 61, Jamaica 58, Argentina 57, Taiwan 56, Australia 55, Egypt 54.

Women's Venice Cup - USA 65, Italy 65, Argentina 66, Australia 64, Venezuela 69, Jamaica 61, China 72, Egypt 58.

Standings after nine rounds: Bermuda Bowl - Canada 80, Pakistan 70, China Taipei 75, New Zealand 74, Brazil 72, Venezuela 71, Jamaica 68, Argentina 67, Taiwan 66, Australia 65, Egypt 64.

Women's Venice Cup - USA 75, Italy 75, Argentina 76, Australia 74, Venezuela 79, Jamaica 71, China 82, Egypt 68.

Standings after ten rounds: Bermuda Bowl - Canada 90, Pakistan 80, China Taipei 85, New Zealand 84, Brazil 82, Venezuela 81, Jamaica 78, Argentina 77, Taiwan 76, Australia 75, Egypt 74.

Women's Venice Cup - USA 85, Italy 85, Argentina 86, Australia 84, Venezuela 89, Jamaica 81, China 92, Egypt 78.

Standings after eleven rounds: Bermuda Bowl - Canada 100, Pakistan 90, China Taipei 95, New Zealand 94, Brazil 92, Venezuela 91, Jamaica 88, Argentina 87, Taiwan 86, Australia 85, Egypt 84.

Women's Venice Cup - USA 95, Italy 95, Argentina 96, Australia 94, Venezuela 99, Jamaica 91, China 102, Egypt 88.

Standings after twelve rounds: Bermuda Bowl - Canada 110, Pakistan 100, China Taipei 105, New Zealand 104, Brazil 102, Venezuela 101, Jamaica 98, Argentina 97, Taiwan 96, Australia 95, Egypt 94.

Women's Venice Cup - USA 105, Italy 105, Argentina 106, Australia 104, Venezuela 109, Jamaica 101, China 112, Egypt 98.

Standings after thirteen rounds: Bermuda Bowl - Canada 120, Pakistan 110, China Taipei 115, New Zealand 114, Brazil 112, Venezuela 111, Jamaica 108, Argentina 107, Taiwan 106, Australia 105, Egypt 104.

Women's Venice Cup - USA 115, Italy 115, Argentina 116, Australia 114, Venezuela 119, Jamaica 111, China 122, Egypt 108.

Standings after fourteen rounds: Bermuda Bowl - Canada 130, Pakistan 120, China Taipei 125, New Zealand 124, Brazil 122, Venezuela 121, Jamaica 118, Argentina 117, Taiwan 116, Australia 115, Egypt 114.

Women's Venice Cup - USA 125, Italy 125, Argentina 126, Australia 124, Venezuela 129, Jamaica 121, China 132, Egypt 118.

Standings after fifteen rounds: Bermuda Bowl - Canada 140, Pakistan 130, China Taipei 135, New Zealand 134, Brazil 132, Venezuela 131, Jamaica 128, Argentina 127, Taiwan 126, Australia 125, Egypt 124.

Women's Venice Cup - USA 135, Italy 135, Argentina 136, Australia 134, Venezuela 139, Jamaica 131, China 142, Egypt 128.

Standings after sixteen rounds: Bermuda Bowl - Canada 150, Pakistan 140, China Taipei 145, New Zealand 144, Brazil 142, Venezuela 141, Jamaica 138, Argentina 137, Taiwan 136, Australia 135, Egypt 134.

Women's Venice Cup - USA 145, Italy 145, Argentina 146, Australia 144, Venezuela 149, Jamaica 139, China 152, Egypt 138.

Standings after seventeen rounds: Bermuda Bowl - Canada 160, Pakistan 150, China Taipei 155, New Zealand 154, Brazil 152, Venezuela 151, Jamaica 148, Argentina 147, Taiwan 146, Australia 145, Egypt 144.

Women's Venice Cup - USA 155, Italy 155, Argentina 156, Australia 154, Venezuela 159, Jamaica 149, China 162, Egypt 148.

## OBITUARY

### SIR WALTER OAKESHOTT

#### Humane scholar and sympathetic teacher

Sir Walter Oakeshott, FBA, a scholar of humanity and grace, died yesterday. He was 83. He was also, for many years, Rector of Lincoln College, Oxford, where he made an enduring mark and whose academic life he enriched.

Walter Fraser Oakeshott was born on November 11, 1903. He was educated at Tonbridge School and at Balliol College, Oxford, where he read Classical Moderations and Greats; he also rowed in the first Balliol Eight.

After short spells of teaching at Bec School and at Merchant Taylors', he went, in 1930, to a job with the Kent Education Office. In the next year he began his long connection with Winchester College, where he made an immediate mark. He was a man who was always ready to listen, and he was wholly free from narrow pedantry.

In 1936, he was given fifteen months leave to serve on a committee sponsored by the Pilgrim Trust looking at unemployment, and he contributed sagely to the fruits of this labour, the significant *Men Without Work* (1938).

In 1937 he was appointed to the high mastership of St Paul's. He brought the school through the difficulties of the war years and its evacuation to Easthamstead Park, before he returned to Winchester as headmaster in 1946.

In this new position he was more successful as a scholar and teacher than as an administrator.

Winchester owes him a great debt for the care which he showed for his buildings and, more especially, for the rehabilitation of its ancient library. His discovery of the manuscript of Sir Thomas Malory's *Morte d'Arthur*, epitomised his scholarship,

underlining his capacity for ferreting out caches of scholarly importance.

Above all, however, he was keen to instil in both masters and boys a sense of humane values. His liberal outlook did not go down well with all members of the staff, and his last year at Winchester was marked by an unhappy episode which brought him to the brink of a nervous breakdown; but the action that he took, the dismissal of a housemaster, causing divisions among both staff and fellows, was taken out of a sense of duty and in the belief that it was right to spare his successor a difficult problem.

Oakeshott's election, in 1953, as Rector of Lincoln College, was unanimous. He was the least schoolmasterly of men. Except to those undergraduates who shared his scholarly interests, he sometimes appeared as a somewhat remote figure, nor was he particularly interested in college administration.

His outstanding characteristics were his very wide scholarly interests, integrity of purpose and, if somewhat concealed by a superficial aloofness, depth of human sympathy. By those who got to know him well he was deeply loved.

Lincoln flourished under his guidance. Although he had no previous connections with the college, he very quickly endeared himself to all. He was a courteous and gracious host, and a perceptive chairman of college meetings, though as a result of his desire to be fair to all he appeared occasionally indecisive.

Under his aegis the chapel ceiling was repaired and the coloured, and the beautiful east window was taken out and cleaned. His artistic flair found expression in the successful conversion of All

Saints' Church into the college library, a project which he had largely initiated. He was indefatigable in raising money for the appeal which made this project possible.

In general, his rectorship was an era of successful expansion: the number of tutorial fellows greatly increased, and college accommodation expanded. A man of Christian faith and principle, he was rarely absent from his stall in chapel on Sundays.

He served the university as a loyal ally as he served the college, and he was an informed curator of the Bodleian Library. From 1962 to 1964 he served a successful term as vice-chancellor, and acted also as a pro vice-chancellor (1964-6).

The breadth and depth of his scholarship is revealed in his published works. These include *The Art of the Englishman* (1945), *The Queen and the Poet* (1960), a study of Elizabeth I and Sir Walter Raleigh; *The Meaning of Rome: Fourth to Fourteenth Centuries* (1967); the fascinating and original *Signa Wall Paintings* (1972); and his magnum opus, the magisterial *Two Winchester Bibles* (1981).

In 1972, after a long period of continuous office, Oakeshott stepped down. He had begun to feel that some of the demands made upon him were burdensome, and he was not altogether in sympathy with every aspect of modern university policy.

He and his wife, Noel Rose, whom he had married in 1928, lived out their last years at the former school house at Eynsham where he had been a headmaster.

His wife, herself a classical scholar, shared her husband's interests. Her death, in 1976, was a severe blow to him. He is survived by his twin sons and two daughters.

### PROFESSOR OLIVER ZANGWILL

Professor Oliver Zangwill, FRPS, Professor of Experimental Psychology at Cambridge from 1952 to 1981, died on October 12. He was 73.

Oliver Louis Zangwill was born on October 29, 1913, the son of Israel Zangwill, author of many accounts of Jewish ghetto life at the turn of the century.

He went to University College School, London, and King's College, Cambridge, where he read Natural Sciences. From 1935 to 1940 he did research in psychology at Cambridge. During the War he worked in the Department of Neurosurgery, at Edinburgh, where he was concerned with the rehabilitation of soldiers suffering from gunshot wounds in the head.

He developed a deep interest in the connection between cerebral activity and mental behaviour.

At the end of the war he was invited to go as assistant director of the Oxford Institute of Experimental Psychology and soon promoted psychological teaching in Oxford, then a new development.

He continued his work with brain-damaged individuals, at the Radcliffe Hospital, and

also accepted an honorary post in the National Hospital for Nervous Diseases, London, where for the next 20 years he contributed to the psychological understanding of neurological disorders.

In 1952, Zangwill was appointed to the chair in experimental psychology in Cambridge. There he found a heterogeneous group of people, supported by a variety of grants, lodged in a wing of the physiology department. Over the next three decades he knitted this group together into a department which developed many fields of study, and examined psychology in a scientific and experimental way.

Although hospitable to the many types of applied psychology, psycho-analysis, and social psychology, Zangwill always eschewed any idea of developing along American lines, or taking over the fields of education, philosophy of human relations, as some of his more extravagant colleagues had wished to do. He always defined himself clearly as an experimental psychologist.

In international circles he is probably best known as one of the founders of

neuropsychology - a discipline which now has many adherents on both sides of the Atlantic and which owes a debt of gratitude to him and his colleagues.

Zangwill did not himself publish any major works; he was not an innovator, but he managed to prevent a lot of innovations which might have done great harm, and in his own personality managed to combine acute scientific interest with humanity.

At Cambridge, he was frequently sought after as chairman of important and contentious committees where an agreed solution had to be drawn from warring factions. In his college, King's, his tall, stooped figure with the patrician head gradually growing greyer became well known.

Though an experimentalist, he retained an affection for the kind of applied work which he had done during the war. For years he served on the management committee of the local mental hospital, and was a sturdy support to those who made that rather dreary rural asylum into one of the leading psychiatric hospitals in Britain.

He leaves his widow, Shirley, and their adopted son.

### MR ALFRED LANDON

As a name in the world news, Mr Alfred Landon - who died on October 12, aged 100 - lived for one year. 1936. That was the year of Franklin Roosevelt's greatest Presidential victory in the United States, and Landon had the misfortune to be his Republican opponent.

He was a good candidate, standing fast by the orthodox Republicanism of private enterprise and low state spending, policies which he had preached and practised successfully during his two terms as Governor of Kansas from 1933 to 1937. But no man on earth could have beaten Roosevelt in 1936.

Alfred (Alf) Mossman Landon was the son of an oilman and Republican politician. After graduating from Kansas University Law School in 1908, and spending four years in a bank, he too went into oil. He chose his sites well, exploited them skilfully at low cost, and was soon a rich man.

In 1933, in the lowest days of the Depression, he was elected Governor of Kansas, and two years later was the only Republican governor to be re-elected. He was undismayed by bad times and undaunted by the prodigious novelties of Roosevelt's "New Deal". He tackled the problems of Kansas in his own way, and began by cutting his own salary.

The Republicans did well in picking Landon to carry their banner into battle for the 1936 presidency. With a sunflower for a symbol and a battered felt hat on his head, he fought under the slogans "Life, Liberty and Landon" and "Save the American Way of Life". Alf, only Maine and Vermont voted for him; even Kansas voted narrowly for Roosevelt. But he did poll 16 million votes to Roosevelt's 27 million; and neither he nor his campaign could be blamed for his defeat.

This was Landon's last

attempt at public office. Until very late in life, though, he kept up his business interests - latterly radio as well as oil - going to his office each day.

He always said that he would go anywhere just as long as he could make it back home before bedtime the same day.

He married Margaret Fleming in 1915. She died only three years later, leaving a young daughter. He is survived by his second wife, Theo, whom he married in 1930 and by whom he had a son and a daughter.

### MR SYDNEY ELLIOTT

Mr Sydney Elliott, newspaperman of Socialist convictions, died on October 9. He was 85.

He was educated at Glasgow's Govan High School, and by the time he was 27 he was managing editor of *Reynolds News*.

He then joined the *Evening Standard* under the editorship of Michael Foot. By 1943 he was himself editor but he left two years later as the wartime coalition was breaking up, and the *Standard* was preparing to support the Conservative Party.

He went to the *Daily Mirror* as a political adviser. By 1949, however, he was in Melbourne as managing editor of *The Argus and Australian Post*.

His returned in 1952 to be general manager of the *Daily Herald*, and in the following year became its editor.

In 1957, he left to become a director of the South Wales newspapers.

In 1922, Elliott had published his *Life of Sir William Maxwell*. His two other books were *Co-operative Storekeeping: Eighty Years of Constructive Revolution* (1925) and *England, Cradle of Co-operation* (1937).

His wife, Janet, whom he married in 1927, survives him with their two sons and daughter. Another son died before him.

### ADMIRAL FAHRI KORUTURK

Admiral Fahri Korutürk, who was President of Turkey from 1974 to 1980, died in Istanbul on October 12. He was 84.

A man much admired for his respect for democratic principles, Korutürk was head of state at an unquiet time for Turkey.

Korutürk, who had served as Commander-in-Chief of the Turkish Navy and as Ambassador to Moscow, became President in April 1973, as a compromise candidate, after civilian politicians refused to bow to army pressure on them, to install a former Chief of General Staff as Head of State.

As a first step to trying to restore stable government, Korutürk called on the two main political leaders, the Conservative Süleyman Demirel, and the Social-democrat Bülent Ecevit to cooperate.

But his calls went largely unheeded. Administrations succeeded each other with bewildering rapidity. Terrorism was rife. The military intervention in Cyprus placed strains on Turkey's Nato membership.

At the end of his term as President Korutürk was forced to depart from the scene without any obvious remedies to the country's ills in sight.

A few months later, its patience exhausted, the army under General Evren intervened, ushering in a period of military rule.

Countess Waverly, C.I. widow of Field Marshal Earl Waverly, British wartime desert commander, and subsequently Viceroy of India, died on October 11, at the age of 100. She was Eugénie Marie, daughter of Colonel John Owen Quirk, and she married her husband in 1915. He died in 1950.

She was appointed to the Imperial Order of the Crown of India, in 1943.

The Italian's *chavvinism* about food and drink is greater even than the Frenchman's. There are far fewer 'foreign' restaurants in Rome than there are in Paris, for instance. The same is true of their wines and spirits.

But there is an exception - malt whisky which has now become a *major cult* in discerning Italian homes and night spots.









## THE ARTS

## A new swine fever

"Are you listening to all this, you little swine?" asked Spike Milligan last night, with some taxonomical confusion, to a dead, antipodean, creepy-crawly. The "swine" was relatively short. Goon Milligan, no doubt, would have tremulously elongated the vowel — "swiiiiiiiiii" — but this time he was not extending himself in that celebrated "story of down under", *Tale of Men's Shirts* (1959), but restricting himself in *Australia*, BBC2's intriguingly varied series of personal views of that country.

Indeed, his inspired deformation of language was confined to a modest "anti-mules" but, as the title of his programme, *From Way to Wagg Wagg*, emphasized, Australia is no place to try to upstage the locals with imported verbal coinings.

Milligan also took in Gully Gully and Grogg Grogg in his gentle, affectionate portrait, but the "swine" was in *Way Woy*, whose meaning ("deep water") suggested that it had more than phonetic affinity with the SDP. (Milligan was unsure which *Way* meant deep and which meant water.) *Way Woy* had quite a few other animals, including a number of orphaned kangaroos which were reared by a lady who held their tails and gave them baby bottles until it was time for them to return to the wilds and be shot like their mothers.

The most remarkable creature, however, was Milligan's mother, a spy and alert lady in her nineties who had emigrated to Australia in 1950. She had obviously adapted to native ways. Outdressing Dame Edna in feathers and frills, she roared on her bet in the Melbourne Cup: "Let 'er rip, boy".

Milligan could have done with her on his abortive camping trip with Bill Kerr and one Bones Rynehart, who matched the place-names by repeatedly repeating himself incomprehensibly. Rynehart's trousers fell down as they failed to pitch tent (prompting Milligan to talk in local lingo about some cycloptic serpent) but he really became a Bones of contention when their meal, a "damper" made of "yabbie", was dunked in the river and raised. "I told you so, I told you so", he told them again and again, but the swine were not listening.

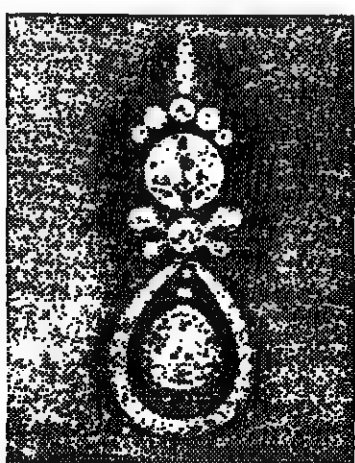
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## Character deeply dug

David Edgar saw little future for *Entertaining Strangers*, his Dorchester community play of two years ago, but now a slimmed-down, redeveloped version opens tomorrow at the Cottesloe Theatre: interview by Judy Clifford

more fully and to deepen the storyline.

The Dorchester play began with an archaeological dig; characters appeared as ghosts as the dig went past their period, giving the play an air of mystery. Edgar wanted to find a more abstract way of doing this for the National, so he introduced a mummies' play which runs concurrently with the main drama and comments on and relates to the action. The main plot centres on the conflict between two well-known Dorchester figures of the 19th century: the Revd Henry Moule (Tim Pigott-Smith) and the owner of the local brewery, Sarah Eldridge (Judi Dench). Moule was a fundamentalist preacher who alienated everyone in the community until the 1854 cholera epidemic, when he behaved with extraordinary heroism.

When the project began, Edgar knew that Thomas Hardy had based his short story *A Changed Man* on Moule. As he and his research team proceeded, they began to investigate the Hardy connection. They discovered that Angel Clare's father in *Tess of the d'Urbervilles* was based on Henry Moule and that Moule's son Horace, an important figure in the play, was a major influence in Hardy's life and the inspiration for *Jude the Obscure*.

Edgar sees *Entertaining Strangers* as very much about Victorian values, the entrepreneurial spirit on the one hand and religious fundamentalism on the other. It is also about individualism versus collectivism and the treatment of strangers — how we treat people we do not know. The play raises questions about compassion as a collective emotion. Does it mean anything outside one's immediate circle of acquaintances?

These are issues which he feels have a great deal of relevance to our present political climate. "I am very interested in why people believe things about the world and how they put them into practice; in deflection and in the way people change or lose their beliefs; in the process of conversion and reconversion."

"In my modern work I am particularly interested in the Sixties; it was during the Twenties and the Sixties that people took their social experiments to the most severe conclusions. Subsequent decades are judging how these experiments stand up in the light of time. Both *Maydays* and *That Summer* are about people who begin their working life in the Sixties and are having to cope with life in the Eighties."

Edgar is a tall, bespectacled,

slightly crumpled figure with reddish-brown hair and beard. He comes from a theatrical family; his parents met at the stage door of the Birmingham Rep and he always knew he would go into the theatre. "My earliest memory was wanting to be an actor. I persisted with that fantasy until my teens, when I played Miss Prism in *The Importance of Being Earnest* at school. My mother came to see me afterwards and said 'It's not going to be acting, dear' — I think somewhat unfairly. Then I decided to be a designer. I designed a very beautiful set which collapsed — the doors were in the wrong place and they didn't work anyway. So I dropped that idea. While I was at university I did some directing and quite a number of actors told me in no uncertain terms that this was not what I should be doing. So I came to writing by a process of elimination."

After reading drama at Manchester University he worked as a journalist for a few years. He began writing plays in the early Seventies, when there was a huge explosion of fringe and lunchtime theatre. "It was almost impossible to write a one-act three-character play without finding someone to put it on." His playwrighting career took off to such an extent that he had to give up full-time journalism, though he still writes on a freelance basis.

Edgar has written more than 40 plays, and although he considers himself to be quite prolific there is always the fear that in six months' time he will be left sorting out his filing system. "Playwriting is dangerous," he says. "Chickov wrote his plays in six years. The auditions of our theatre are littered with people who have lost the knack."



Edgar: "I am very interested in the way people change their beliefs."

## Stark anguish in furious calm

## OPERA

## Macbeth Grand, Leeds

Jan Judge stages Verdi's *Macbeth* for Opera North as fully exposed expressionist drama. It is the kind of production that stares you defiantly in the face, daring you to disbelieve. And for the most part it works the trick, even if the lack of illusion means that one is impressed more by the progress of the stagecraft than by that of the opera.

Events take place on a raked square platform, onto which characters enter from the black background through doorways filled with red, deep blue or white light. The lighting over the platform, too, is intense and severe: Paul Poynt is responsible for this strikingly effective aspect of the evening.

Something else that focuses attention sharply on the main figures is the repeated removal of the chorus to the sidelines; only in the final act, most particularly at its beginning, do they come to the front of the stage, and only there too, less satisfactorily, does their singing come across with total



Hysteria held in balance by unyielding determination: Josephine Barstow with Brent Ellis

strength. Otherwise the platform is largely cleared for the anguish of the Macbeths, overlooked by the three witches, who are restored to the drama as three male mimes in drag.

Their participation is of mixed success. Huddled in a corner or around the throne they suggest the furies, ready to take over Malcolm at the end of the opera, but their

angular gesticulations and posturings in the opening scene are excessively peculiar, and their business with a skull in the third act is frankly ridiculous.

The production also fails to convince at certain points where it is much too poor for the music (notably at the entrance of Duncan) or where it overemphasizes what is already pretty emphatic (the

first act finale, for instance). The last scene clearly has yet to settle down: there are too many patches of action jostling together, and the device of having a handful of chorus members step forward for their number is regrettable.

However, this is just the right style of production for Josephine Barstow's furiously calm portrayal of a Lady Macbeth in whom hysteria is

balanced by unyielding determination. She stands erect, with head tilted back, summing herself to control, while her usual vibrancy of voice is strengthened by a curdled richness in the middle register.

In the sleep-walking (in fact more sleep-kneeling) scene she appropriately finds a paler, more insecure colour, and of course she here produces the finest acting of the production. It is just a pity the moment is spoiled by her then having to rush off panic-stricken before the next scene: there are other points, too, where the lack of a curtain is counter-productive.

The Macbeth is Brent Ellis, a strong character on stage and a man of vocal vigour as well as savvy in his Act IV aria. Macduff is feelingly sung by Gardar Cordes; Clive Bayley as Banquo could let his characteristic singing come forward more. One would not, though, want to encourage any further projection from the orchestra under John Fryce-Jones: the score is punchily enunciated, fiercely coloured and often speedily propelled. We may miss some of the work's haze, but this view certainly fits with the stark staging.

Paul Griffiths

## Rosy glow

## THEATRE

## Moondance Night Arts

I do not know how long Edgar White, author of this second contribution to the fourth Black Theatre Season, has spent in New York and at Yale, away from his native Caribbean, but distance seems to have cast a rosy, not to say folksy, glow over his vision of the West Indies.

At the start of the play young Felix (described as a "musician and sufferer") and played with appealing naivety by Sylvester Williams) wants to break away to England and become a star. This is despite the warning example of his brother Michael, who emigrated to England to become a footballer and has returned in poor shape, transformed into a mute footpad, somewhat reminiscent of the Pink Panther.

What does change Felix's mind is his brief encounter with a glamorous English newspaper editor called Dawn Ellis (Jean "Binta" Breeze, with acknowledgements to Morna Stewart), visiting her native

island to catch up on sleep, mend torn nerves and satisfy a vague curiosity about her roots.

England, we are told, is a kind of hell which breeds "cancer, misery and madness". This may be true, but it is not an assertion which the play can substantiate. The Caribbean must also have its share of cancer, misery and madness; but White prefers on the whole to show its warm-hearted side rather than explore the tensions and contradictions which presumably underlie the desire to emigrate.

The Moondance ritual itself, which appears to symbolize Dawn's re-earthing to her native place through passion, breaks in most incongruously on a series of short scenes which are often amusing and sometimes witty, but do nothing to suggest that a heart of darkness may be lurking beneath the surface.

Yvonne Breuster's direction seems content to milk each scene for what it offers in terms of instant effect rather than search out any longer threads of coherence. Disappointing.

Harry Eyres

## School of sorts

## GALLERIES

John Russell Taylor finds a strong British representation in the diversity of Venice

Venice of course sees something of the cream of contemporary British art in the British Pavilion of the Biennale every other year. In 1986 the triumph of Frank Auerbach, in 1988 Tony Cragg. Between whiles it is desirable to keep up the presence, and this year the British Council has hit on an almost ideal solution, the show called *Una scuola di Londra*, which is at the Ca' Pesaro until Sunday.

The "School of London" was one of the more dubious inventions of the Royal Academy's *British Art in the Twentieth Century* show, recommended with PR guile as something that was being more and more talked about. By whom, and what do they mean, one wondered. But this group of six figurative painters, dubbed merely a School of London rather than the, does seem to give the term some substance. For one thing, as the Ecole de Paris seemed to consist largely of non-French painters, so it is notable that of the six Auerbach and Freud are German-born and Kitaj American. Also, as the Paris painters were by links of acquaintanceship and occa-



Spicy: detail from Kitaj's *Where the Railway Leaves the Sea*

sional influence than by uniformity of style. It is not for nothing that the three artists of Auerbach, Bacon and Freud, a Kitaj of Auerbach, an Auerbach of Kossoff, and a Michael Andrews of the photographer John Deakin, who was a close friend of Bacon.

These obvious connections apart, the group holds together very well, for all its diversity of style. Auerbach and Kossoff are famous for being virtually indistinguishable, but when they are shown together like this one has no trouble telling them apart. Bacon and Freud are each one-of-a-kind, and seem so no less in Venice, alike only in their painterly quality and their abiding concern for somehow rendering in paint the world they see before them. Bacon, incidentally, is represented by, among other works, the new, masterly and stunningly direct *Study for a Portrait of Gilbert de Botton Speaking*, which must be his least distorted portrait. For many years, Kitaj supplies a touch of spice with two overtly erotic drawings which have raised eyebrows on the Grand Canal (even though one is after Giulio Romano), and if anything only Michael An-

draws seems slightly out of his depth in such august company.

Elsewhere in Venice the antic inventions of Jean Tinguely are happily indelible and tweeting and throwing balls and making drawings all over the Palazzo Grassi (until Sunday), and at the Museo Correr, also until Sunday, is a show tactfully called *Matisses of Ffalle*. This seems more of an excuse than a reason, since though Matisse did make several painting trips to Italy, and here and there in his work variations can be detected on Italian masterworks, there seems to be little distinctively and necessarily Italian about any of it. However, who is going to look so enchanting a gift horse in the mouth?

The show includes some very famous works, but also a lot of unfinished and unfamiliar canvases, as well as many wonderful drawings — in some of which, coming straight from Auerbach, it is surprising to find very much the same technique of draw, rub out and draw again, until the intricate palimpsest is complete. Anyway, any show which includes the magical *French Window at Collioure* (1914) is sure of my vote.

## Blessed spirits of adventure

## JAZZ

## Paul Bley Quartet Bass Clef

Non-classicism is so much the prevailing mode among jazz musicians in the late 1980s that sometimes a listener can trundle happily around the clubs and concert halls for months without sniffing the cordite of real adventure. It was thick in the nostrils on Monday evening, though, when a quartet led by the Canadian-born pianist Paul Bley opened a short British tour with a memorable performance to a packed audience at one of London's most intimate and atmospheric jazz clubs.

An early supporter of Ornette Coleman's "free jazz" experiments in the Fifties, a member of the New York "October Revolution" in the Sixties and a pioneer of the synthesizer in the Seventies, Bley has usually been found patrolling the outer limits. Joining him in the present group are the distinguished drummer Paul Motian, the young American guitarist Bill Frisell and the English saxophonist John Surman — an unusual configuration exploited with great success on the group's recent recording, *Fragments*. Taking their work out of the studio and into the club has inevitably loosened its stays, and after a quiet start to the set the improvisation grew that the music was being permitted to evolve according to the demands of the moment.

Bley, his playing as precisely distilled as ever, provided the stream in which the others swam, Motian in-

roducing currents and eddies while Surman slipped gently in and out of the music, his soprano saxophone and bass clarinet sounding much as they did with the Trio, the group he co-led with Barre Phillips and Stu Martin in the early Seventies. Frisell, one of a new generation of guitarists who take the sonic iconoclasm of Jimi Hendrix and Derek Bailey as their basic platform, hardly played a conventional phrase, using noise elements — here an ethereal whistle, there a jarring crunch — to add light and shadow.

All the components of this delicate mechanism meshed most perfectly in a piece based on a funky blues piano figure. Shimmered along by Motian, underscored by Frisell's lone some steel-guitar figures and interspersed with Surman's bacolic rumbling, it could have been Jimmy Gifford's "The Train and the River" rewritten for the Eighties.

Richard Williams

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## WEDNESDAY PAGE

## Putting on the Blitz

Yon can always trust the advertising profession to encapsulate and caricature the spirit of an era. In 1941, when women went into the munitions factories and dug the land for victory, it was:

*Keep beneath your Dungaree, Dainty Femininity!  
Wearing, while you do your bit,  
Wolsey undies fairy-knit!*

By 1944, the whimsy had evaporated. You couldn't get fairy-knit underwear for love or money anyway, and the dungarees had grown soiled and beggy, but you still had to bolt the tanks together. Daintiness was no longer mentioned, for fear of infuriating the war-worn customer.

Instead: "ZIXT hand soap makes hands clean," they said, shortly. Or: "If you're feeling the strain of war-work you need a good foundation garment - but production is strictly rationed, and you may have to search, and wait, and search again."

Despite all the millions of words written about the Home Front, it seems astonishing that nobody has previously hit upon the same idea as Jane Weller and Michael Vaughan-Rees in their

book *Women in Wartime*, to analyse and illustrate the role of women's magazines during the war years. Perhaps nobody else had the same archive: the couple own the largest collection of wartime women's magazines in Britain. Not only the mainstream ones but rarefied publications like *The Lady* (which, right to the end of the war, opposed the wearing of slacks). There have been anthologies of individual magazines (*Good Housekeeping's* has just been published, entitled *The Home Front*) but these are inevitably narrower, and more self-congratulatory. It is difficult to imagine, for instance, a surviving magazine voluntarily drawing attention to an agony column in which girls were warned off friendships with coloured American soldiers because "it is by no means a

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Rosy glow



The war years provided  
women's magazines

with their  
finest hour.

Libby Purves  
reports from  
behind the lines

Stiff upper lips: the women's magazines of the war years. How to refuse kisses from Americans who were over here in the armed forces (illustrated above), and a no-nonsense approach to the selling of soap (left)

not too strong a word - and you can feel them often yearning back towards it. Why else do they print so many saggy, whipped-up stories of courage and endurance, ransacking the records of rare diseases in order to do so? Because there is no Blitz now to cheer their readers through, and they long for their finest hour.

Why do they set up "national" campaigns? Because they secretly long to be back in the front line, urging women to save up rags and bones and very short bits of string ("Did You Realize that eight old Christmas Cards will provide our Commandos with a demolition cartoon to contain 14lb of TNT?").

It is easy to laugh, 40 years on. Did girls in bedtimes obey the instruction to saw the legs off their iron beds and produce "a modern-looking divan", while patriotically providing scrap for the munitions factories? With death at the door, did women really respond to slogans like "FIREFIGHTER - but her Manicure is Perfect!"

Well, yes, they did: the keynote of editorial and of readers' letters in the

wartime magazines is of a remarkable, heroic desire to keep life as normal as possible and never, never let things slip. It is strange, now that we have rebelled against the Superwoman myth suddenly to come across the stridently bracing prose of the wartime magazines. "Don't Get Slack! Periodic pains? She MUST Carry On! No Surrender!"

But the magazines were more than morale-building agents. Despite their severity on slackers and sluts, they show enormous strength and compassion.

There is a superb essay by Louise Morgan, in the *Good Housekeeping* anthology, about "When They Come Back", admitting the difficulties of taking back a man who has for so long given up "his personality, his free will, his privacy, his responsibilities as family man." Women were, as the authors say, emerging into a different, wider world: the magazines were a forum for the discussion of it.

But in no way was it a radical forum. Women were a supporting act only, feeders and carers and dog-bodies, "a tonic" for our troops on leave. Only once in the anthology could I find a rebellious mutter to the effect that "women didn't start this war..." On the other hand, there is remarkably little hatred of the enemy: the magazines seem to have decided, early on, to accentuate the positive.

Typical of the tone is the editorial in *Woman Magazine*, entitled *New Values*:

"The war has brought us right back to work, for the common good. It has been slowly showing us these new values to the community and bringing its own queer satisfaction, in spite of all the anxieties and difficulties. We are not being forced under an iron heel, but giving freely, according to our gifts, to the great democracy from which we have derived so rich a heritage... Mr Churchill has promised us blood, sweat and tears. But they are pangs of birth, of a new life, and a new era for our people. It is in the hands of women as much as men to make it so."

(*Times Newspapers Ltd 1987*)  
*Women in Wartime: the role of women's magazines 1939-1945, by Jane Weller and Michael Vaughan-Rees, is published by Macdonald Optima at £9.95.*

## FRIDAY

Barbara Amiel on the  
Fifties and Sixties  
in *Vogue* and *Queen*

Pro Drinkwater



Support for the envelope-stickers: Dame Joan Secombe

One of her principal roles in her new job is to go around the country visiting constituencies and talent-spotting, both for potential parliamentary candidates, and for women who can offer the Tory Party something useful, perhaps as local councillors or sitting on a national body. There were no such talent spotters when she was climbing up the ladder, she remembers: "You had to make it by getting on with the job in hand." She feels, too, that the many thousands of unused heroines - the envelope-stickers and jumble sale organizers, for instance - equally deserve her support and encouragement.

Does she also think it is her job to push for changes in the law to benefit women? "Not at all. I do not believe in revolution, and I regard legislation in this field as largely counter-productive. I also believe that women in too often

obsessed with what they call women's issues. We want to involve women in discussing all issues."

Elizabeth Hodder  
(*Times Newspapers Ltd 1987*)

## It's that word again

Can the four-letter word ever be poetry to our ears?

Alice Thomas Ellis ponders on expletives deleted

I have in my time sworn to give up bad language, but in moments of stress there is no substitute for it. When the wind blows the door shut as you stagger back from the wood pile with an armful of dripping logs, it is useless for society to expect you to utter something philosophic or reflective. Especially if you've left the latch down and the key inside. Only vile expletives will release and express your feelings. I am sure that early man, finding himself in a similar plight at the very dawn of language, would have had a special grunt to meet the moment. Fugh, perhaps.

Those righteous people who tell you that swearing merely reveals your poverty of vocabulary have failed to grasp the point. On the other hand, the discourse of the brutal and licentious soldiery, in which every other word is preceded by *that* word, can seem monotonous: "I was walking down this blank lane in the blank rain and me blank boots were blank hurting me blank feet and I comes to this blank gate in this blank field and there's this couple having sexual intercourse." That could surely be more briefly and better expressed.

So we come to literature and, in particular, poetry. I read in one paper that "broadcasters are lining up for a head-on clash with the political establishment over a planned Channel 4 programme featuring a torrent of four-letter fifth." This refers to a poem by Tony Harrison in which "the crudest, most offensive word is used 17

times". The poem is "based on obscene graveyard graffiti and uses football hooligan slang". It is introduced by a quotation from Arthur Scargill: "My father still reads the dictionary every day. He says your life depends on your power to master words".

In the past poets have written in words and a style which they would not, presumably, have used when ordering the mutton or addressing the coachman. Even the word "eyes" seems to have been considered, if not indecorous, then banal. "Orbs" was commonly substituted for eyes and "limbs" for boring old arms and legs. Philip Larkin famously used *that*

**'Early man would have had a special grunt'**

word in reference to our Mums and Dads but it hasn't until now turned up much in anthologies of verse. Occurring as it does adjacent to the word "Mum", it reminds my husband that the Greeks had a word for a word much used by Americans as a term of disapprobation - *metakolites*. Liddell and Scott translated it as "incestuous person", which sounds less shocking but no less reprehensible.

I have read Tony Harrison's poem "V", and while it will never stay in my mind in the same way as, say, "Up the airy mountain, down the rushy glen", it is rather moving. As

he has chosen as his subject the graffiti sprayed on tombstones he cannot afford to be too restrained about it. *Why* he chose this subject is another question, but we cannot legislate on what our poets should write about without invoking the worst sort of censorship. It is possible, since he has written many poems quite as good as this one, that Channel 4 decided on "V" in order to *épater les bourgeois* and shock the grown-ups.

Politicians will doubtless claim that the young will be depraved by the reading, but I can reassure them that if it were not for the pre-publicity very few of the young would be watching a poetry programme at 11.30pm, and anyway most of them are entirely familiar with the words used. It is the grown-ups who will grasp at the air and faint.

I'm afraid the establishment are laying claim to bad words as they claim to everything else. Anything may be said "veiled in the obscurity of a learned language", but we are to be discouraged from releasing our aggressions and frustrations to Anglo-Saxon. If we cried "Oh *fatus*", no one, including many of the new establishment, would mind, because they wouldn't know what we were on about; but if we used *that* word, the heavens would fall in.

I read that "the crudest, most offensive word is used 17 times". I haven't been counting. What is in fact the crudest, most offensive word? I might just use it next time the door bangs shut.

## HRT and the PM

"Are Mrs T and the Queen part of the hormone revolution?" demands a headline emblazoned across the front cover of November *She*, out tomorrow. During the election Number 10 maintained a tactful silence over rumours that Mrs Thatcher owed much of her vigour to hormone replacement therapy. And *She's* feature, on the role of HRT in preventing osteoporosis, was still unable to do more than speculate on whether either woman receives HRT. But since *She* went to press, editor Joyce Hopkirk believes she has uncovered an impeccable source. While Hopkirk was undergoing a bone scan, her doctor let slip that "of course Mrs Thatcher's on Premarin - it's well known in medical circles". "What I can't understand," says Hopkirk, "is why she doesn't come out of the closet and announce it to the world. Undergoing treatment at the right time can help prevent illnesses later - for instance, nine million women suffer from degenerative diseases caused by osteoporosis - which place a tremendous burden on the NHS." Over to you, Mrs T...

## BRIEFLY

A round-up of news, views and information



Quote me...

"My heart usually sinks when a staff member tells me she's pregnant... women have misled me before. They say they're coming back, so you pay maternity leave and hold their jobs open, and then they don't return."

Jo Sandilands, programme controller of Capital Radio, currently on maternity leave

## Scoop

Our congratulations, and 12 litres of Dayville's ice-cream, to R.M. Taber of Watford for his winning contribution to Dayville's quest for ice-creams that sum up the political flavour of our times. Taber avoided the suggestions of

Neiropolitician and Knickerbockery that many found irresistible, and plumped for the tasteful Maggie's True Blueberry for the Prime Minister ("marketed using the slogan 'There is no alternative', and probably in portions each slightly smaller than the one before"); and Uncle Neil's Welsh Compassion Fruit and Ginger for the leader of the opposition.

## Men only?

Windsor Locks, Connecticut, might seem an unlikely location for a breakthrough in equality, but there, Bradley International Airport has pioneered the installation of baby-changing facilities in the men's restrooms, catering to the increasing numbers of fathers travelling with small children. A telephone call to our own British Airports Authority reveals, alas, that they are unlikely to follow this welcome transatlantic lead. "What would be the point," insisted a representative, "when we've got special Nursing Mothers' Rooms at most airports now? Anyone, male or female, who has a small bottom to change, can use the facilities." But, she admitted, "Actually, I don't think many dads do." Only the telepathic ones, presumably.

Josephine Fairley

## Tory talent-spotter

Anyone who claims to be able to spot a Tory today at 400 yards would be told to look again by Dame Joan Secombe. The new Tory vice-chairman in charge of women - she takes up her appointment this week - refused my invitation to describe the typical Tory female, protesting: "There is no such thing nowadays." And she should know - last week she spent much of her time gazing down at thousands of Tories as she chaired the party conference in Blackpool.

She had nothing but praise for the women there: "They came over as very knowledgeable... there is a vast array of talent we must make much more use of, and it is heartening to see the wide variety of backgrounds from which our women come today."

Nigel Lawson seemed impressed, too, when several female delegates pointed out the "idiotcy" of the current system of taxation of women. Secombe, now 57 and married for 37 of those years, is absolutely committed to tax reforms. Like her predecessor, Emma Nicholson, now Conservative MP for Devon West and Torridge, she feels that the present tax laws are too heavily weighted in favour of the working wife. "The present system, which allows a working wife to earn her own

tax-free element while the stay-at-home wife cannot do this, is unfair. I do not want to see any reform that discourages the wife and mother from being able to make a choice in favour of staying at home."

She made the decision to give up work as a physiotherapist when she married, and still believes now "that children and families benefit from the woman being at home, and if we see a need to adjust income tax to encourage women to make such a choice, then that is all to the good."

She is unhappy about the favourable tax position of those unmarried homeowners who can claim individual tax relief on a joint mortgage, "both because it erodes marriage as an institution, and

because women invariably lose out when such relationships break down." But for those women who do work, and have a family, she claims to have nothing but admiration. She would support equal treatment for them in allowing tax relief for nannies and child-minders: "I would prefer to see the children of working wives properly looked after; there is nothing worse for family life than unhappy latch-key children."

She raised her two sons in the West Midlands, and worked behind the scenes in the 1955 general election; then in the Sixties her solicitor husband became a Birmingham city councillor. "My role then was largely supportive, with my husband at the forefront of political activity, and myself in the background, but gradually I became more involved in the affairs of the local Conservative Association." She was always a Tory: "As a little girl I went with my mother to vote. I expected it to be exciting, but it wasn't. When war broke out, and the family endlessly discussed Churchill, I knew I was a Tory."

With hindsight, she says she does perhaps regret not going for a parliamentary career; "but nevertheless new opportunities were offered, culminating in my election as chairman of the National Union in April of this year." She became a JP in 1968 and was made a Dame in 1984 for political and public services.

Elizabeth Hodder  
(*Times Newspapers Ltd 1987*)

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## TELEVISION AND RADIO

Compiled by Peter Dear  
and Peter Davalle

BBC1

6.00 **Casualty** AM.  
6.35 **Edgar Kennedy in High Gear**. Pressure (TV). 6.55 **Weather**.  
7.00 **Breakfast** Time includes national and international news at 7.00, 7.30, 8.00 and 8.30 regional news and travel reports at 7.15, 7.45 and 8.15; and weather at 7.25, 7.55 and 8.25.  
7.40 **Open Air**. Bob Wellings is waiting to hear viewers' comments on yesterday's television programmes. To take part ring 081-814 0424. 8.45 Regional news and weather.  
9.00 **News** and weather followed by **Neighbours** (TV). 9.20 **Kitty**. A studio discussion on a topical matter chaired by Robert Kilroy-Gibb.  
9.30 **News** and weather followed by **Going for Gold**. Quiz presented by Henry Kelly (TV). 10.25 **Children's BBC**. Andy Crane with programme news and birthday greetings followed by **Play School** (TV) and **Elmer**.  
10.55 **Five to Eleven**. Robert Glenister with a thought for the day 11.00 **News** and weather 11.05 **Open Air**. Bob Wellings and Paddy Colwell introduce programme makers to their critics.  
12.00 **News** and weather followed by **Dr Kildare**. Episode two of a medical drama serial (TV). 12.25 **Only Fools and Horses**. (TV). 12.55 **Regional news** and weather.  
1.00 **One O'Clock News** with Michael Barker. Weather. 1.30 **Neighbours**. Lucy is upset by the implications of her father's weekend away with Zoe 1.50 **Going for Gold**. International general knowledge quiz.  
2.15 **Flint: The President's Plane is Missing** (1973) starring Buddy Ebsen, Peter Graves and Raymond Massey. A made-for-television drama about a Washington investigative reporter probing the mystery surrounding the supposed deaths of the American president and his White House staff when an

Force One crashes in the Arizona desert. Directed by Daryl Duke.  
3.50 **Caterpillar Trail**. 4.10 **Wacky Races** (TV). 4.30 **Beat the Teacher**. Quiz game 4.35 **Heartbeat**. Tony Hart's novel approach to the art of making pictures. (Casualty).  
5.00 **Newswatch** 5.05 **The Fire-Raiser**. Episode two of the five-part drama 8.35 **Reli Harris** Cartoon Time.  
6.00 **Six O'Clock News** with Nicholas Witchell and Philip Hayton. Weather. 6.35 **London Film**.  
7.00 **Wogan**. Sue Lawley discusses motherhood with Patrick Steptoe, the test-tube baby pioneer. Kim Cotton, Britain's first surrogate mother; and Neil and Sue Hulton, the parents who recently lost their son.  
7.25 **The Chess Show** (TV).  
8.05 **Bargain**. A computer engineer receives a death threat and treats it as a joke but the Jersey detective soon discovers that this is not the case (TV). (Casualty).  
8.00 **Nine O'Clock News** with Maryn Lewis and Debbie Turner. Regional news and weather.  
9.30 **To Hungary With Love**. A follow-up to the film last year about a five-year-old cerebral palsy sufferer who went to an institute in Hungary where they educate brain-damaged children. After seeing the film 150 parents took their handicapped children to Hungary for what is called Conductive Education. (Casualty).  
10.30 **Sportnight** introduced by Steve Fidler. News from tonight's European Football Championship matches involving England, Northern Ireland, Scotland, Wales and the Republic of Ireland; and a preview of golf's World Matchplay Championship beginning tomorrow at Wexford.  
12.00 **Weather**.

BBC2

6.00 **Casualty** 6.45 **Daytime** on Two: school, work and family in Spain 10.00 **For the very young** 10.15 **Science**: materials, part two 10.30 **Nuts and berries** 11.00 **Words and pictures** 11.15 **Geometric progressions** 11.40 **Improving the pea harvest** 12.05 **Designing by computer** 12.25 **Learning leaving school** 12.50 **Making home videos** 1.30 **Part one of a Viking drama** 2.00 **News** and weather 3.02 **Storyline** 3.05 **Class Kingdoms** at Kew. David Attenborough tells the story of the new Princess of Wales Conservatory and of the renovation of the Victorian Palm House in Kew Gardens (TV).  
3.00 **News** and weather followed by **Wide World**: In the shadow of the Falcon. A portrait of the peregrine falcon 3.50 **News**, regional news and weather.  
4.00 **The Task of Merit**. Brian Foster reports on how British charities are helping to alleviate famine in Ethiopia.  
4.40 **Under Seal**. The rehabilitation of the *Brita* ship back to a sailing

vessel after lying idle in a Danish harbour.  
5.00 **On the West Highland Way**. Jimmie Macgregor reaches Fort William (first shown on BBC Scotland).  
6.30 **Advice Shop**. Margo MacDonald explains the complexities of Britain's social security system.  
6.00 **Film: The Swans of Trillick** (1954, b/w) starring Alastair Sim and Joyce Grenfell. In this first of five films about the infamous schoolgirls, St Trillick's is facing bankruptcy until a new girl arrives, the daughter of a wealthy racehorse owner. Directed by Frank Launder.  
7.30 **Cartoon Two**. Equilibrium.  
7.40 **The Victorian Kitchen Garden**. Part five of the series following the rebuilding of a walled garden. (Casualty).  
8.10 **Timeswatch**: Images of a Revolution. (see Choice).  
8.00 **The Atlantic Child Murders**. The second and last part of the dramatization of one of the United States' most controversial criminal cases.  
11.00 **Newswatch** 11.40 **Weather**.

ITV/LONDON

6.00 **TV-am** presented by Kay Surley and Richard Keys. News at 6.00 and 6.30; weather at 6.25 and 6.55; regional news at 6.35; sport at 6.40; and exercises at 6.55.  
7.00 **Good Morning Britain** includes news at 7.00, 7.30, 8.00, 8.30 and 9.00; a children's hour at 7.40; and pop music at 7.55.  
8.25 **Thames news headlines**.  
9.30 **Runway**. Travel quiz 10.00 **Santa Barbara**. American soap 10.25 **News headlines**.  
10.30 **The Times**. The Place... From the Granpian Television studio Mike Scott chairs a discussion on prison unrest and reform. Among those taking part are John Henson of the Scottish Prison Officers' Association and Betty Stuart, wife of the prison officer held hostage at Peterborough Gaol.  
11.10 **Altoz** (TV) 11.25 **Thames news headlines** 11.30 **Getting On** includes a profile of British artist Terence Cuneo. 12.50 **The Sublime**.  
12.30 **News** with Julia Somerville.  
12.50 **Thames news**.  
1.00 **Super Bowl**. The Liverpool Victoria Insurance Super Bowl indoor bowls tournament 2.00 **Hairloom**. Antique furniture is examined and valued 3.30 **Franchise on the loose**. Fashion magazine series.  
3.00 **Take the High Road** 3.25 **Thames news headlines** 3.30 **News** and weather.  
4.00 **The Poodles** 4.10 **The Adventures of Tintin** 4.20 **The Adventures of Teddy Ruxpin** 4.40 **Stop Time** Laughing at the

season of potted biographies of the worthy and, sometimes, the not so worthy.  
7.30 **Coronation Street**. Betty returns to where angels fear to tread. (Oracle).  
8.00 **Singer's Day**. Comedy series starring Bruce Forsyth as a supermarket manager. (Oracle).  
8.30 **Film: Alien** decides to throw a party after seeing the latest quarterly figures but his idea of a celebration falls short of what Jack and Ripper expect. (Oracle).  
9.00 **Survival Special: The Stone Breaker's Mountain**. A portrait of Spain's Bone Breaker, a half eagle, half vulture, with a nine-foot wingspan that takes large bones from carcasses and drops them on rocks from 500 feet to splinter the bone and eat the marrow. (Oracle).  
9.30 **News** at Ten with Alastair Burnet and Sandy Gall. Weather followed by **Thames news headlines**.  
10.30 **Super Bowl**. The Liverpool Victoria Insurance indoor bowls tournament.  
12.15 **Film: The Brotherhood** (1968) starring Kirk Douglas and Alex Cord. A civil drama with Douglas in the role of an ageing 'cop' clashing with his younger, more progressive brother. Directed by Martin Ritt.  
2.00 **America's Top Ten** introduced by Casey Kasem.  
2.30 **Film: A Woman Called** followed by **WKRP in Cincinnati**. American comedy series.  
3.00 **Film: Vampire Circus** (1971) starring Adrienne Cori and Laurence Payne. Horror story set in a small Serbian village in the early 1800s, about the evil Count Mitterhouse and a sinister cult. Directed by Robert Young.  
4.35 **Fifty Years On**. Archive newsreels.  
5.00 **ITN World News** 5.30 **CNN** Headline News. Ends at 5.00.

CHANNEL 4

6.30 **Working It Out**. What working life will be like in two decades time. (Oracle).  
7.00 **Channel 4 News** with Peter Sissons and Nicholas Owen.  
7.30 **Women and Weather**.  
8.00 **Changing Faces**. Part four - the portraits of Kneller, Hogarth, Davis, Reynolds and Gainsborough. (Oracle).  
8.30 **Film: A Week in Poldonia**. This first of a new series includes a report on the row over who will be Lord Carrington's successor in NATO; and an interview with William Wakegarden.  
9.00 **News**.  
9.30 **Film: A Hard Act to Follow**. The third and last of the documentaries celebrating the comic genius.  
10.00 **News**. A three-part drama following the story of three characters in the police department in a small Georgia community. Starring Chantelle Heston, Keith Carradine and Wayne Rogers.  
11.00 **Can't It Be Anyone Else?** An award-winning documentary, made in 1960, about three children suffering from leukaemia. Ends at 11.45.

6.30 **Schools**.  
12.00 **Business Daily**. Financial and business news service.  
12.30 **Just 4 Fun**: Hand in Hand (TV). (Oracle).  
1.00 **Women: The Way Ahead**. For women who are returning to full-time education or work after a period of absence. (Oracle).  
1.30 **Reading Agreement**.  
1.40 **News**.  
2.00 **Film: Women in a Dressing Gown** (1957, b/w) starring Vivienne Mitchell, Anthony Quayle and Sylvia Sims. Drama, adapted from a television play by Ted Willis, about a slovenly wife who drives her husband into the arms of a younger woman. Directed by J. Lee Thompson.  
3.45 **Film: Journey into History** (1952). The glories of mid-18th century England.  
4.00 **Movie** on 4. Mavis Nicholson in conversation with playwright Willy Russell.  
4.30 **Cartoon**.  
5.00 **Cartoon Carnival**.  
5.30 **Dream of Jeannie**. Vintage American comedy series.  
6.00 **Fanny Ties**. Role reversal domestic comedy series (TV).

## Blame it on Eisenstein

TELEVISION CHOICE

● The storming of the Winter Palace in St Petersburg is one of the heroic myths of the 1917 Russian Revolution. Except that it did not happen like that. The taking of the palace was not a seizure of power by the masses but the haphazard action of a small number of Bolsheviks. The myth was created by Sergei Eisenstein 10 years later in his feature film *October*, and it has been repeated, more or less uncritically, ever since. Documentaries about the 1917 revolution have either used Eisenstein's footage, passing it off as newsreel, or made their own reconstructions on the basis of Eisenstein's fiction. (Because Eisenstein's soldiers used live bullets, the joke ran that more people were injured in the making of his film than in the revolution itself). No newsreel camera captured the actual event, partly because it was too dark for the primitive equipment then available, with the bizarre result that the most newsworthy event

Eisenstein's version of the storming of the Winter Palace in his film *October*. Timewatch, BBC2, 8.10pm

shown to British cinemagoers in October 1917 was the King and Queen visiting a hospital in Essex. In *Timewatch* (BBC2, 8.10pm), Christopher Andrew explores how images of 1917 have been exploited and distorted to fit a particular point of view. Leaving aside Eisenstein, even when there is genuine news film available, the commentary put to it may completely alter its meaning. The programme is given an extra dimension by intercutting first-hand memories of 1917 by Russian émigrés. At least they were there when it happened. But coming from a middle-class background, their view of events must also be coloured and, *Timewatch* suggests, just one more version of that elusive historical truth.

Peter Waymark

Radio 1

MW (medium wave). Stereo on VHF (see Radio 1).  
5.30 **Mike Smith's Breakfast Show** 5.30 **Simon Bates** 12.30 **Newsbeat** 12.45 **Dave Davies** 3.00 **Steve Wright** 5.30 **Newsbeat** 8.45 **Bruno Brookes** 7.30 **Janice Long** 10.00 **John Peel** 10.15 **Shona Byrne** 1.00 **Jimmy Young** 1.30 **John Peel** 2.00 **John Peel** 2.30 **John Peel** 3.00 **John Peel** 3.30 **John Peel** 4.00 **John Peel** 4.30 **John Peel** 5.00 **John Peel** 5.30 **John Peel** 6.00 **John Peel** 6.30 **John Peel** 7.00 **John Peel** 7.30 **John Peel** 8.00 **John Peel** 8.30 **John Peel** 9.00 **John Peel** 9.30 **John Peel** 10.00 **John Peel** 10.30 **John Peel** 11.00 **John Peel** 11.30 **John Peel** 12.00 **John Peel** 12.30 **John Peel** 13.00 **John Peel** 13.30 **John Peel** 14.00 **John Peel** 14.30 **John Peel** 15.00 **John Peel** 15.30 **John Peel** 16.00 **John Peel** 16.30 **John Peel** 17.00 **John Peel** 17.30 **John Peel** 18.00 **John Peel** 18.30 **John Peel** 19.00 **John Peel** 19.30 **John Peel** 20.00 **John Peel** 20.30 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PART 2

THE TIMES

BUSINESS AND FINANCE 25-30  
MEDIA & MARKETING 32,33  
SPORT 44-48

WEDNESDAY OCTOBER 14 1987

Executive Editor  
Kenneth Fleet

STOCK MARKET

FT 30 Share

1847.4 (+12.2)

FT-SE 100

2350.2 (+11.7)

Bargains

37493 (38499)

USM (Datastream)

229.21 (+1.05)

THE POUND

US dollar

1.8460 (-0.0085)

W German mark

2.9957 (-0.0022)

Trade-weighted

73.3 (-0.1)

Governor

warns on

takeovers

Mr Robin Leigh-Pemberton, governor of the Bank of England, yesterday said that the Bank would retain a large degree of discretion in deciding who was "fit and proper" to own a bank under the terms of the Banking Act.

He did not support commercial and industrial companies taking over banks in Britain.

The clearing banks would also be protected from foreign ownership. *Comment, page 27*

Power placing

The placing of shares in Power Corporation, the Dublin-based property developer seeking a full listing in London and Dublin, was several times oversubscribed. James Capel and Goodbody James Capel placed 13.6 million ordinary shares at IR123p (110p) to raise IR16.7 million. *Temps, page 26*

BM soars

BM Group, the Midlands construction equipment company where CH Beazer has a 25.8 per cent stake, more than doubled profits in the year to end-June, from £2.31 million to £5.09 million. A final dividend of 1.4p makes 2.3p for the year. *Temps, page 26*

Float denial

Mr Evelyn de Rothschild, chairman of NM Rothschild, the merchant bank, denied Press reports that he was planning to float the bank publicly on the Geneva stock exchange. He said the banking group would remain privately owned for the foreseeable future.

SUMMARY

STOCK MARKETS

New York	Dow Jones	2478.13 (+6.88)
Tokyo	Nikkei Average	28400.83 (+115.98)
Hong Kong	Hang Seng	3841.28 (-58.88)
Amsterdam	Amsterd. Gen	302.7 (-0.3)
Sydney	Sydney AG	2166.9 (-16.1)
Frankfurt	Frankfurt	1957.2 (+24.8)
Brussels	Brussels	4938.7 (-58.7)
Paris	Paris CAC	3385.5 (-6.5)
Zurich	Zurich S&K Gen	895.2 (+6.5)
London	FT-A All-Share	1210.87 (+5.17)
	FT-300	1315.10 (+6.88)
	FT Gold Mines	447.8 (-4.7)
	FT Fixed Interest	82.27 (+0.03)
	FT Govt Secs	86.78 (+0.15)

Recent interest

Changing prices

Page 26

MAIN PRICE CHANGES

RISERS		
Blue Circle	483p (+17p)	
BM Group	456p (+28p)	
Adwest Group	352p (+13p)	
J Helsted	303p (+13p)	
Carlyle	300p (+12p)	
Jaguar	581p (+15p)	
Bass	983p (+22p)	
Greene King	430p (+35p)	
Watt	458p (+22p)	
B Matthews	153p (+12p)	
Woolworth	384p (+12p)	
Tratrig House	356p (+14p)	
Guardian Royal	1083p (+30p)	
Southland Stadium	312p (+33p)	
Ashted Group	345p (+40p)	
Peel Holdings	345p (+20p)	
Morant Resources	945p (+90p)	

FALLS

Boddingtons

217p (-11p)

Glaxo

1489p (-81p)

Widacore

497p (-13p)

Prices are as at 4pm

INTEREST RATES

London Bank Base: 10%

3-month interbank 10% 10%

3-month eligible bills 9% 9%

buying rate

US Prime Rate 9%

Federal Funds 7%

3-month Treasury Bills 6.74-6.72%

30-year bonds 8% 8%

CURRENCIES

London

New York

£ \$1.8460

£ DM 2.9957

£ Sfr 2.4838

£ FF 9.9830

£ Yen 236.53

£ Index 73.3

ECU £0.663297

SDR £0.782068

GOLD

London Fixing

AM \$459.65 pm \$459.20

close \$458.50-460.00 (\$279.00-279.50)

New York

Comex \$459.80-460.10

NORTH SEA OIL

Brent (Nov) pm \$18.80/bbl (\$18.70)

Devonians latest trading price

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Unit Tracts 30

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Co News 28

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## Widespread legal implications of share-price support operation

## Untangling the Guinness web

By Lawrence Lever

The eight charges against Mr Gerald Ronson and the 37 new charges against Mr Ernest Saunders, the former chairman of Guinness, have widespread implications for all those involved in the multi-million pound share-price support operation which enabled Guinness to win Distillers.

They could also expose Guinness to substantial legal claims by former Distillers shareholders.

Morgan Grenfell, Morgan Grenfell Laurie, (formerly chaired by Mr Elliott Bernard), LE Rothschild, Henry Ansbacher, Heron, Erlanger & Co (a subsidiary of S&W Berisford) and Mrs Sculberger-Simon, the sister of "Black" Jack Dellar, the property and fringe banking tycoon, are all mentioned in the charges.

The exact nature of their involvement has yet to be ascertained. S&W Berisford claims that the fees it received from Guinness were solely for barter trading.

Mr Saunders and Mr Ronson both face charges of theft — in Mr Saunders' case of stealing about £20 million, most of which was paid out to participants in the share-price support operation.

Mr Ronson has been charged with stealing the £5.8 million which was paid to companies within the Heron Group — but subsequently repaid — for their role in supporting the Guinness share price.

Significantly, both men face charges of conspiring to create a false market in Guinness shares so as to induce Distillers shareholders to accept the Guinness bid. If proven, these criminal charges could open the way for widespread civil actions against Guinness by disgruntled former Distillers shareholders.

Both men face charges of false accounting under the Theft Act for which the maximum punishment is seven years' imprisonment. The false accounting charges relate to the preparation of allegedly false or misleading invoices.

## Key role in inquiry for Fraud Squad

By Stewart Tensler, Crime Reporter

Scotland Yard's investigation into the Guinness affair is being carried out by a 15-man team drawn from the Fraud Squad and based at Holborn police station close to the City.

The unit is led by Det Chief Supt Richard Botright, one of the squad's senior officers, working with a specialist fraud unit of lawyers within the office of the Director of Public Prosecutions.

The detectives have had access to the evidence gathered by the DTI inspectors and are also working with the US Securities and Exchange Commission.

## Bad time for gilts market-makers

By David Smith, Economics Correspondent

The new-style gilt market has been good for investors and the Bank of England, a report published today says, but the market-makers have found the going tough.

The report, from market-makers Alexander Laing & Cruickshank, says that in the year since the Big Bang financial institutions have benefited from a reduction in dealing costs, and the Bank from a fall in funding costs. But, the report says, "it is doubtful whether any market-maker is earning an adequate return on capital."

The report contains no firm estimates of losses by the market-makers. However,

these are thought to total around £100 million.

The report criticizes the Bank of England for some of its tactics, notably the decision to cut the price of the 8 per cent Treasury 1991 tap the day before the August 6 rise in base rates.

"Throughout the year, the Bank's operations have at times been surprising, confusing and occasionally incomprehensible," the report says. But such tactics will exact a cost, the report continues. "The market-makers with burnt fingers become ever more reluctant to accommodate the Bank."

*Comment, page 27*

## Improve mail service or lose more business, users warn

## Post Office deliveries rapped

By Derek Harris, Industrial Editor

Armed with a commercial user survey which showed mail deliveries falling well short of the performance claimed by the Post Office, the Mail Users' Association (MUA) yesterday warned that unless there were improvements its members might use other delivery services. The MUA is alarmed at the prospect of a threatened strike disrupting the service.

The MUA, which represents many commercial and industrial users of the Royal Mail, undertook the survey because of dissatisfaction, especially about the poor reliability of the service on which its members spend £200 million a year.

With professional organizations and companies the main users of second class and rebate, or bulk pre-sorted, mail, the MUA survey found that in July 72.5 per cent of letters posted second class reached their destination by the third working day after posting compared with a Post Office claim of 94.5 per cent.

Rebate mail, which should be delivered within seven working days, had an even worse performance, according to the survey. The Post Office claimed a success rate of 90.1 per cent in July, but

the MUA survey returned 58.1 per cent.

Figures for first class letters, although based on a much smaller sample of businesses compared with 4,200 monitored for the main survey, produced results which the MUA described as "uniformly poor."

The target for first class mail is for 90 per cent to be delivered the next day. In July, the Post Office claimed an 87.9 per cent success rate, but the MUA measurement was 43.5 per cent.

Mr Julian Blackwell, the MUA chairman, said commercial users depended on an efficient postal service and he gave the Post Office a warning: "If the threatened postal strike takes place around Christmas and standards of delivery are not improved our members will go elsewhere."

One company was already spending £20,000 a year on using courier services which had proliferated since 1971, said Mr Blackwell, the chairman of the Blackwell publishing group.

He said the MUA would not recommend its members to break the Post Office letters monopoly but he assumed this would be suspended if an official strike were called. If wildcat strikes upset

the postal service, companies could hardly be blamed for coping as best they could, he added.

The sharp discrepancies between the MUA findings and Post Office claims were partly explained by the Post Office measuring only delivery from date of postmark to being ready for local delivery, Mr Blackwell said. The MUA monitored from posting to final delivery.

Mr Blackwell said: "Users, trade unions and the Post Office management need to work closely together to tune up the quality of service. We could then have a healthy, vigorous Post Office." The alternative was a "disaster scenario": if there was serious strike action users would deliver their own mail.

The Post Office said it had made clear to its workers that industrial action at Christmas would be extremely damaging.

But the Post Office contested the MUA findings, saying its own independently validated monitoring was much more broadly based, sampling up to 150,000 letters a month. Performance, it said, was significantly better than last year — £18 million had been spent this year on improvements to the service.



Hard businessman, devoted family man: Gerald Ronson and the family he fiercely protects

## Gerald Ronson: hard-hitting style of a benevolent dictator

By John Bell City Editor

Mr Gerald Ronson, reputedly Britain's wealthiest self-made businessman, was the first key figure in the Guinness affair to admit publicly that he had become embroiled in a huge — potentially illegal — stock market operation to support the price of the brewing firm's shares during the crucial stages of its successful £2.7 billion bid for Distillers.

Ronson, a tough bear of a man, was never one to mince words. He revealed in a letter to the then newly appointed Guinness chairman, Sir Norman Macfarlane, that if the bid succeeded, in exchange for a £5 million fee Ronson's Heron group agreed to spend up to £25 million in stock market dealings to help Guinness. The arrangements, he said, were expressly confirmed to him by Mr Ernest Saunders.

His letter, the repayment of around £5.8 million to Guinness just six weeks after the start of the Government investigation into the company, and especially his linking of Mr Saunders directly with the arrangements, were pure Ronson.

By repute and temperament, Mr Ronson drives a hard bargain and hates to be crossed. Though he constantly refers to the team of executives who head up Heron, one of Britain's biggest and most successful private companies, the drive and energy that laid the foundation for headlong expansion since the mid 1950s stemmed almost entirely from Ronson.

A school dropout at the age of 14, he could scarcely wait to join his father's furniture business. He remembers with particular bitterness a teacher who told him, "You'll never be anything because you're good for nothing."

In those early years he developed a pattern of working 12 hours a day, six days a week, which he maintains to this day. When his father was forced to sell the increasingly profitless furniture company, he turned the proceeds — less than £200,000 — into an empire employing capital of almost £1.2 billion.

His management style appears to be firmly based on the belief that it is impossible to make a decent omelette without breaking a few eggs. "I've been called abusive, I've been called rude," he once said. "Not everyone likes my style, but I'm successful and proud of it."

"This is a benevolent dictatorship. I'm not responsible to any outsiders and I don't want to be. That's why this is a private company and why it is going to remain one."

Ronson's banker in the early days of Heron was to spot the potential in self-service filling stations earlier than almost anyone else in Britain.

It enabled him to create enormous asset backing by spotting likely sites, buying them cheaply, and boosting their value to major oil companies by turning them into a chain of service stations each selling a million gallons of petrol a year. The vastly

increased value of each site created the collateral for further expansion. From this property-related base, he diversified Heron into large-scale building and development, financial services, distribution and entertainment.

What now drives him on is far more difficult to explain. Those who know Mr Ronson well say that his main satisfaction is not Heron, but his family. His and his wife Gail, a former model, have four daughters, shielded ferociously from media attention.

Privately, Mr Ronson told friends that he was furious to find himself involved as a high-profile player in the Guinness affair. He insisted in his letter to Sir Norman that he agreed to take part only because he considered the price support operation for Guinness shares to be a legitimate corrective to the short-selling tactics employed by Argyll Group, the rival bidder for Distillers.

Continued on page 27, col 1

## The new charges against Saunders

The charges allege that Mr Saunders:

1. Dishonestly procured in making a document to show that £2,875,000 was due to Heron Management for services rendered.
2. Dishonestly procured a document authorizing the payment of £2,875,000 to Heron Trust.
3. Stole £2,875,000 belonging to Guinness.
4. Dishonestly procured in making a document to show that £5,800,000 was due to Fima Service Corporation for professional advice.
5. Procured the execution of a document authorizing the payment of \$4,800,000 to Fima Savings by falsely representing that Fima Service Corporation had provided professional advice.
6. Stole \$4,800,000 belonging to Guinness.
7. Conspired to create a false market in Guinness shares.
8. Procured Guinness to give an indemnity for losses that might arise out of buying and holding shares and an agreement to pay a fee if the Guinness bid for Distillers was successful.
9. Procured the execution of a document authorizing the payment of £254,000 to Zentral-sparkasse und Kommerzbank AG.
10. Stole £254,000 belonging to Guinness.
11. Dishonestly used an invoice describing services rendered by Konsulat and the total amount due to Konsulat.
12. Procured the making of a document authorizing the payment of £3,000,000 by falsely representing that Konsulat had provided Guinness with professional and advisory services, that £3,000,000 fees had been agreed between Guinness and Konsulat and that work was not subject to VAT.
13. Stole £3,000,000 belonging to Guinness.
14. Procured Guinness to give an indemnity to ZKB for losses that might arise out of the purchase and subsequent holding of shares.
15. Falsified an invoice for £1,897,500 from Morgan Grenfell.
16. Falsified an invoice for £101,200 from Morgan Grenfell Laurie.
17. Falsified an invoice for £473,800 from Morgan Grenfell Laurie.
18. Procured the making of a document authorizing payments of £1,897,500 and £575,000 by falsely representing that invoices accurately reflected the value of work done.
19. Produced or used an invoice for £1,953,000 from Rudano which he knew might be misleading, false or deceptive.
20. Procured the making of a cheque for £1,953,000 in favour of Rudano Corp by falsely representing that an invoice accurately reflected the value of services.
21. Stole £1,953,000 belonging to Guinness.
22. Stole £1,000,000 belonging to Guinness.
23. Conspired to create a false market in Guinness shares.

Continued on page 27, col 1

CREDIT LYONNAIS  
WILL SOON, SUBJECT  
TO REGULATORY  
APPROVALS, BECOME  
THE NEW PARENT OF  
ALEXANDERS LAING  
& CRUICKSHANK  
HOLDINGS LTD.  
AS ONE OF THE  
WORLD'S LARGEST  
BANKS, THEY AIM TO  
PROVIDE US WITH  
ADDITIONAL CAPITAL  
RESOURCES,  
REINFORCE OUR  
SPECIALIST  
STRENGTHS AND  
COMBINE SOME OF  
THEIR EXPERTISE  
WITH OURS.

Alexanders Laing  
& Cruickshank Holdings Ltd



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TELEPHONE 01-236 0233 TELEX 888286







# Investment managers rate James Capel top of league

By Cliff Feltman

The champagne corks were popping at James Capel, the stockbroker, yesterday after it was voted the top investment firm in the City for the tenth year running.

But the annual Exel Financial league table of leading investment analysts shows that James Capel won by the smallest margin of votes since 1982.

Second place went to Barclays de Zoete Wedd which shot up from sixth position last year. Third slot was taken by Warburg Securities, replacing Citicorp-Scrimgeour which dropped to sixth place.

Wood Mackenzie dropped from fourth to seventh position and Greenwell Montagu was not ranked in the top 10 at all. Kleinwort Greaveson crept into the league at tenth place.

The survey, based on the rating given to analysts by more than 70 investment managers with £300 billion under their control, found that more than half could find little change in the quality of research since Big Bang, but 32 per cent of fund managers said it had deteriorated.

There was a mixed reaction to the findings throughout the City, with some firms complaining that the results did not reflect a year of turmoil and reorganization. Some teams of analysts greeted the findings with enthusiasm, believing that their value on the "transfer market" would be considerably enhanced.

James Capel was the only firm to gain a "very good" rating. Four firms registered "poor" - Credit Suisse, Buckmaster & Moore, Shear-

## Brokers' Analysts Ratings

	87	86
James Capel	1	1
Barclays de Zoete	2	6
Warburg Secs	3	7
Phillips & Drew	4	2
Hoare Govett	5	5
Citicorp-Scrimgeour	6	3
Wood Mackenzie	7	4
County NatWest	8	8
Alexanders Lang	9	10
Kleinwort-Greaveson	10	13

son Lehman Securities, Paribas Quilter Securities and Sheppard.

Mr Mike Geering, the head of equity research at James Capel, said his firm had maintained its position through "luck and continuity."

He said: "Big Bang has made institutions more attentive about the way they allocate their business and the

survey mirrors what is happening in the market place. The vote of confidence we have received from them shows they are more than happy with the service we provide. But that does not mean we can stand still."

Mr Geering said the results would not enable prize-winning teams of analysts to demand more money. "But it does mean that headhunters will know who to go to if they want to get the right people," he said.

Mr Peter Wilmet-Swift, joint chairman of Warburg Securities, said: "The experience in New York showed that top analysts went to top market-makers and I think that is starting to happen here. In 1985 we finished eleventh and now we are ranked third. That shows we have the strengths to attract the right people."

## Loyalty bonus restricts BP issue

By David Young, Energy Correspondent

The Government is faced with the embarrassing prospect of holding on to a larger proportion of the remaining shares it holds in British Petroleum because of the runaway success of its campaign to dispose of the shares to the new breed of small shareholders it has created.

Initially half of the Government's 31.5 per cent stake in the company had been earmarked for small investors. However, when the price is announced tomorrow - 34.5p a share compared with the current market price of 36.2p - the most common forecast among City oil analysts - interest is expected to reach such a pitch that the allocation for overseas investors will have to be trimmed, with as much as 70 per cent being allocated for the British public.

This means that the Government will have to hold back a higher proportion of the shares to meet potential loyalty bonus handouts than originally planned.

With an estimated 4 million small investors applying and each eligible for up to 150 bonus shares if they hold on to their purchases for three years, the Treasury will have to hold back up to 600 million shares. Small investors have been promised "meaningful" allocations by the Government's financial adviser, NM Rothschild.

A retention of so many shares will also cut into the number available for overseas investors who are concerned that the tender system in which they are being asked to take part is arbitrary.

BP is also anxious that more of its shares should be held overseas to reflect the company's spread of interests and its plans to expand into the lucrative Pacific Basin area. Any dilution in the amount of shares that go overseas will be resisted by the BP management.

Potential investors will have from next Tuesday until 10am on Wednesday, October 28, to complete application forms. The estimated 5.5 million who have registered an interest with the BP share information office in Bristol will receive priority application forms over the weekend.

On October 29, overseas and institutional investors will have to submit offers for shares to a committee made up of officials from NM Rothschild and the Treasury.

## COMMENT Kenneth Fleet Governor sets rickety fence round banks

Clearing and the better merchant banks will be soothed by the words of the Governor of the Bank of England, who in a speech last night in Northern Ireland went some way towards clarifying the Bank's attitude to banking takeovers. His speech was both timely - the Banking Act with its "fit and proper" criterion for judging would-be controllers of British banks began operating on October 1 - and topical: there are plenty of rumours in the market air about the fate of Midland, Standard Chartered and Kleinwort, Benson to name but three.

Not surprisingly, and with good reason, the Bank believes that "the public interest requires the continuation of a strong British presence in our key domestic money, credit and capital markets." This belief does not preclude all foreign takeovers: three, for the Northern Bank, Clydesdale and Guinness Mahon, have recently taken place. Protection is only for core institutions, though the Bank realizes that the banks making up the core of the system may change over time.

The Bank is not opposed to the judgement of market forces; it just insists that interference to frustrate them may, on occasions, be justified. The Bank is obviously happy with the provisions of the new Act which allows it to use its "discretion, common sense and experience" in judging when the prospective controller of a bank may be outside the bounds of acceptability. The Governor promises that the Bank will not be capricious or arbitrary but nor will it be fainthearted. Confidence (in a bank) is the heart of the matter.

The Bank strongly disapproves of speculators who build up a stake in order to put a bank "into play," although it is hard to see what the Old Lady can do about it. "Banks are different," and for that reason the Governor "would need some persuading" before letting one fall into the hands of an industrial or commercial company. "A hard and fast rule" is difficult, but probably you do not need one if you insist, as the Governor did last night, that "industrial and commercial companies are not part of the banking system, nor should they enter surreptitiously and adventitiously."

The Governor's remarks appear to rule out most of the favourite takeover candidates for Midland, Deutsche Bank, as a foreign concern, is out. Commercial companies like Saatchi & Saatchi are equally ruled out. The only plausible candidates would appear to be the other clearing banks or possibly Hongkong & Shanghai if it were to move back to London before 1997.

Royal Bank would probably also be considered in the same light since it does most of Scotland's retail banking, but would the smaller Bank of Scotland qualify as central to the system? Standard Chartered looks even more

vulnerable. It could hardly be called central on any count, but it could probably be safely defended under the "fit and proper" heading if its main shareholders, Sir YK Pao and Robert Holmes & Court tried a bid. If, as seems most likely, these shareholders are really planning to break it up, the Bank would disapprove but be powerless.

Merchant banks look safe from commercial or industrial predators but the Governor is extending no protection under the foreign ownership label.

## Birthday blues

Big Bang's first birthday is still a fortnight away. But there will surely be some glum faces at the party, a high proportion of them belonging to gilt-edged market-makers, if Alexanders Laing & Cruickshank's early assessment of a year in the gilt market is representative. It has not been a happy place, particularly since the election, and market-makers have been on the receiving end of some quite sharp Bank of England tactics.

In the good old days the Government Broker did not normally leave the jobbers high and dry and overloaded with stock. In the new era, when 26 market-makers have fees guaranteed by rich parents, the Bank has largely stopped communicating with its traditional nudges and winks.

On August 5, for instance, the Bank cut the price of the short tap. On August 6, it raised base rates. Market-makers who took on the tap were faced with almost immediate losses of 2½ points.

The Bank cannot be blamed for the bad trade figures that followed the second gilt auction at the end of September, having fixed the auction date in advance. Perhaps it gave some signal by offering only £800 million rather than the expected £1 billion of stock. Even so, market-makers who took the stock felt the Bank had sold them another pup.

Firms will soon have to make hard decisions on whether to stay in the gilt-edged market. The report suggests business is already concentrated, the top three market-makers sharing nearly 30 per cent of the market and the top 10 nearly 70 per cent.

Some among the bottom 16 are manifestly in the gilt market in name only. The expected shake-out will be complex because several potential newcomers, including Nomura, Daiwa and Morgan Stanley, are waiting in the wings. And there could be mergers, Wood Mackenzie being the most obvious candidate.

But with estimated losses for the 26 running at £100 million for the year since Big Bang, and with no market-maker earning an adequate return on capital, according to Alexanders, something has to give.

## The new charges against Saunders

Continued from page 25

24. Procured Guinness to give an indemnity to L.F. Rothschild Underberg Towbin for losses that might arise from buying and holding Guinness shares.

25. Procured Guinness to pay \$1,597,500, \$101,200 and \$473,800 after the buying of Guinness shares.

26. Procured the payment of £1,953,000 to Rudani after the buying of Guinness shares.

27. Procured the making of a document from Guinness authorizing the payment of £5,200,000 by falsely representing that Marling & Acquisition Consultants had rendered advice valued at £5,200,000, that the payment referred only to matters in an invoice, that the advice was not subject to VAT, and that the payment was for honest and lawful dealings.

28. Stole £5,200,000 belonging to Guinness.

29. Produced an invoice for £1,940,000 which to his knowledge was or might be misleading, false or deceptive.

30. Produced an invoice from Erlanger and Company for £1,495,000, which he knew was or might be misleading, false or deceptive.

31. Produced or used an invoice from Consultations at Investments for £3,350,000, which he knew was or might be misleading, false or deceptive.

32. Procured the making of a cheque for £1,495,000 by falsely representing that Erlanger & Company had carried out work valued at £1,495,000, that payment under an invoice referred only to matters set out in the invoice, that the work was not subject to VAT and that the payment was for honest and lawful dealings.

33. Procured the making of a cheque for £1,940,000 by falsely representing that Cifco had rendered a service valued at £1,940,000, the payment referred only to matters in the invoice, the service was not subject to VAT and the payment was for honest and lawful dealings.

34. Procured the making of a cheque for £3,350,000 by falsely representing that Consultations at Investments had rendered advice valued at £3,350,000, payment referred only to matters in the invoice, the advice was not subject to VAT and the payment was for honest and lawful dealings.

35. Stole £3,350,000 belonging to Guinness.

36. Stole £1,495,000 belonging to Guinness.

37. Stole £1,940,000 belonging to Guinness.



Dressing for success: John Prior, managing director of Alexandra Workwear

## Alexandra profits up 29%

Alexandra Workwear, the Bristol-based supplier and manufacturer of specialist clothing for work, continued its strong profits growth by reporting a 29 per cent increase in pretax profits to £2.5 million for the half-year to August 15. Sales rose by 25 per cent in the period, to £21.7 million. An interim dividend of 1.1p (0.92p) was announced.

Mr Granville Davis, the chairman, said: "Second-half sales upturn and production

have developed satisfactorily, and I expect this to continue."

Following the acquisition of a lease close to the group's existing premises, warehousing capacity at Bristol is to be increased by 70 per cent.

Since the end of January, Alexandra has taken on 100 extra workers for its Scottish production facilities. This has enabled production to be stepped up, from 85,000 full size garments a week to 100,000, meeting the growing demand for the group's products, which also include caps, aprons and tabards.

Alexandra operates a retail chain of 18 shops, one of which is in Rotterdam. Two are due to open in Edinburgh and Liverpool, and several more sites are under review.

Mr John Prior, managing director, said: "The market for workwear is changing and evolving all the time. Our database enables us to spot trends quickly and act upon them." *Times*, page 26

## Ratners bond issue

Ratners Group, the jewellery chain, is paying for its takeover of the Westhall business in the United States through a £44 million issue of convertible bonds.

The bonds, with a maturity of 15 years, carry a coupon of between 4 per cent and 4.25 per cent, said a conversion price of 500p a share. Investors will have the right to redeem the bonds on October 30, 1992, at a price to yield approximately 9.25 per cent.

The bonds are being placed through an international group of banks lead-managed by Morgan Grenfell.

At the time of the £30 million takeover of Westhall, Ratners said it intended to pay for the acquisition from its cash resources and banking facilities.

## Peel in talks with Mersey Docks

By Carol Ferguson

Peel Holdings, the North-west property company, has confirmed that it has been in discussions with the Mersey Docks and Harbour Company to "consider potential areas of common interest."

Yesterday's announcement followed a statement from Mersey the previous day to the effect that it was in preliminary discussions which may or may not lead to a bid in the future.

However, Mr Peter Scott, deputy managing director of Peel, said yesterday that speculation that the talks would lead to a bid were premature.

"It all depends on the stance the Government takes to-

wards £107 million of grants made to Mersey under the Ports Financial Assistance Act, 1981," he said.

"This amount is not included in the balance sheet, but is in the notes to the accounts as a contingent liability."

"Until the question of repayment of the grant is resolved, we can't put a fair value on the assets."

Peel has a 10.06 per cent interest in Mersey which it acquired during August and September at an average price of 256p a share.

Yesterday, Mersey's shares fell 45p to 415p. Meanwhile, Peel's shares rose 15p to 680p.

## Taubman's towering ambition

Once a real estate man, always a real estate man, Alfred Taubman's chairmanship of soon-to-be refloated Sotheby's, and his association with fellow directors who include numerous peers of the realm, have not stifled his ability to sniff out lucrative property deals. Small print in the placing document produced for Sotheby's simultaneous share listing in London and New York reveals that the 62-year-old American is keeping for himself the rights to the prized "air space" above Sotheby's present American headquarters in York Avenue, New York City. In a city where every self-respecting tycoon tries to build a tower of record height, and where property prices and rentals are soaring to similar altitudes, Taubman has an agreement, valid for 10 years, whereby a subsidiary of his master Taubman Investments vehicle can build on the existing four-storey building. Sotheby's will be indemnified against costs and liabilities and it will be permitted to buy or lease, for a nominal \$1, a condominium on the first floor of the "New Tower." It will also receive 10 per cent of the first \$15 million profits and 25 per cent of anything over that. Nice one, Alf.

## BAA dogfight

Things are not going entirely smoothly within the privatized air industries, I hear. A colleague returning to Heathrow at the weekend was

## THE TIMES CITY DIARY Embarrassed by riches

Few fund managers get embarrassed by their success but, despite a clear conscience, Dick Sowerby, an investment manager at Whitbread Investment Company, is blushing brightly. He bought 150,000 shares in Boddingtons, the Manchester brewers, on Monday, only a couple of hours before Midsummer Leisure unexpectedly announced its £226-million takeover offer for the company. The shares, bought at about 160p, are now

changing hands at 220p - a profit of about £90,000 within 48 hours. What's the secret, Dick? "We had owned 23 per cent of Boddingtons for years but our stake had been diluted so we decided that, if and when the price was right, we would pick up stock in the market," he explains. "Our brokers offered us 150,000 so we bought. I must admit the timing was a bit unfortunate - the bid came totally out of the blue."

held in a packed 757 on the tarmac after landing, because all British Airways Shuttle stands were full - except one. During the 20-minute wait for other aircraft to leave, the pilot explained over the intercom that the empty stand had

been out of action for two weeks because of a broken manhole cover. "And BAA, who run Heathrow, have not yet repaired it." When passengers eventually got into the terminal building, the pilot's message had clearly got through, and the BAA complaint forms were quickly snapped up. Is BAA set to become another privatization black sheep?

● The pound note is alive and well and likely to be living in Scotland for the foreseeable future. The Royal Bank of Scotland has announced new designs for its banknotes, featuring on the front Lord Islay (not a malt whisky but the bank's first governor in 1727) and on the reverse, as at present, Scotland's castles - Balmoral (£100), Bredick (£20), Glamis (£10), Culzean (£5), and - on the £1, Edinburgh Castle.



"Froggy Croker gets two Britanias pocket money"

## Video nasty

Even an entry in *Debrett's Peerage*, the British peerage directory, is insufficient to guarantee you a free copy of this year's essential yuppie ski guide - *Debrett's Ski Resort of Europe*. Paid for by advertisements for Porsche, Cazenove and caviar, it is produced by *Debrett's* and USM-quoted Sterling Publications, and is being mailed to selected aristocrats, with up to 100,000 copies to be sent to the "in" resorts of France, Austria, Italy, Switzerland and Scotland, with names dropping articles by socialites and celebrities, including Elaine Paige, Carol Thatcher, Alai Forte - wife of Rocco - and Edward Leigh-Pemberton - son of Robin. But even non-skiers will be amused to read the account of the International Stock Exchange Championships by Nick Lyster of Cazenove. Not only does he reveal that ex-Rowe and Pittman senior partner Sir Peter Vaneck's nickname is "Groupie", but he also tells the tale of NBC filming a rendition of *Just One Corsetto* by a band of British brokers for American breakfast television. "The eight-strong choir turned round and mooned at the camera," Lyster recounts. "On every but-tock was painted a large letter which collectively read 'Have a nice day.' Unfortunately NBC considered this to be an overly abrupt way of waking up the American populace - and now it lives on only as a cult video."

Carol Leonard

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96 *See* dividend, 98 *See* dividend, 98 *See* Cash  
 stock split, 98 *See* stock split, 98 *See* On an  
 early rise or surge of showing, 98 *See* all early  
 rise or surge of showing, 98 *See* all early rise or  
 valuation days, (1) Monday, (2) Tuesday, (3)  
 (4) Wednesday, (5) Thursday, (6) Friday,  
 (7) Saturday, (8) Sunday, (9) 2nd Thursday of  
 month, (10) 3rd Thursday of month, (11) 4th  
 month, (12) 5th of month, (13) 1st and 2nd  
 Tuesday of month, (14) 1st and 2nd and 3rd  
 Tuesday of month, (15) 1st and 2nd and 3rd  
 month, (16) 1st Wednesday of month, (17)  
 Last Thursday of month, (18) 2nd and 3rd working  
 day of month, (19) 16th of month, (20) 1st  
 Tuesday of month, (21) 1st Tuesday of month,  
 (22) 1st day of February, May, August,  
 November, (23) Last working day of  
 month, (24) 1st day of month, (25) 1st  
 month, (26) 1st of month, (27) 1st of month, (28)  
 Wednesday of month, (29) 1st of month, (30)  
 Wednesday of month, (31) 1st of month, (32)  
 Exchange month, (33) Last day of  
 month, (34) 2nd and 3rd Wednesday of month,

## FOREIGN EXCHANGES

Sterling index compared with 1975 was down at 73.3 (day's range 73.2-73.3).

## STERLING SPOT AND FORWARD RATES

Market rates for October 13

	Range	Closes	1 month	3 months
New York	1.6445-1.6490	1.6455-1.6465	0.27-0.240	0.51-0.477
Montreal	2.1433-2.1512	2.1485-2.1510	0.056-0.056	0.056-0.056
Amsterdam	3.8892-3.9258	3.8934-3.9258	15c-15c	35c-34c
London	1.1110-1.1120	1.1110-1.1120	15c-15c	15c-15c
Copenhagen	11.4701-11.5123	11.4904-11.5123	15c-15c	15c-15c
Frankfurt	2.5550-2.5600	2.5550-2.5553	15c-15c	35c-35c
Paris	335.99-337.54	336.14-337.11	40-100bs	170-265bs
Madrid	157.67-159.56	158.54-160.51	15c-15c	15c-15c
Milan	2180.54-2185.10	2180.57-2185.29	2-7bs	11-18bs
Oslo	10.5325-10.5674	10.5430-10.5664	35c-45c	35c-45c
Porto	4.570-4.570	4.570-4.570	15c-15c	15c-15c
Stockholm	10.5059-10.5294	10.5137-10.5284	15c-15c	35c-35c
Tokyo	236.39-237.12	236.39-236.78	15c-15c	35c-35c
Zurich	2.4812-2.4854	2.4812-2.4853	15c-15c	35c-34c

Premium or % discount at close

United Arab Emirates dirham

Sri Lanka rupee

Tanzanian shilling

Togo franc

Tunisian dinar

Zimbabwe dollar

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Amsterdam	3.8892-3.9258	3.8934-3.9258	15c-15c	35c-34c
London	1.1110-1.1120	1.1110-1.1120	15c-15c	15c-15c
Copenhagen	11.4701-11.5123	11.4904-11.5123	15c-15c	15c-15c
Frankfurt	2.5550-2.5600	2.5550-2.5553	15c-15c	35c-35c
Paris	335.99-337.54	336.14-337.11	40-100bs	170-265bs
Madrid	157.67-159.56	158.54-160.51	15c-15c	15c-15c
Milan	2180.54-2185.10	2180.57-2185.29	2-7bs	11-18bs
Oslo	10.5325-10.5674	10.5430-10.5664	35c-45c	35c-45c
Porto	4.570-4.570	4.570-4.570	15c-15c	15c-15c
Stockholm	10.5059-10.5294	10.5137-10.5284	15c-15c	35c-35c
Tokyo	236.39-237.12	236.39-236.78	15c-15c	35c-35c
Zurich	2.4812-2.4854	2.4812-2.4853	15c-15c	35c-34c

Premium or % discount at close

United Arab Emirates dirham

Sri Lanka rupee

Tanzanian shilling

Togo franc

Tunisian dinar

Zimbabwe dollar

GOLD

# LONDON FINANCIAL FUTURES

Open							High	Low	Close	Vol	Open							High	Low	Close	Vol
<b>Three Month Sterling</b>																					
Dec 87	95.64	95.67	95.62	95.64	95.61	95.61	491	Jan 88 NT	---	---	---	95.59	---	---	---	---	---	---	---		
Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	US Treasury Bond	---	---	---	79.24	79.24	79.24	79.24	90.03	0315	---			
Jun 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	79.24	90.11	79.24	90.03	0315	---	---	---	---			
Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	79.24	90.11	79.24	90.03	0315	---	---	---	---			
Sep 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Mar 88	---	79.24	90.11	79.24	90.03	0315	---	---	---	---			
Jun 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Long Gilt	---	---	---	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Jun 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Mar 88	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Jun 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Mar 88	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
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Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
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Jun 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Mar 88	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Mar 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Dec 87	---	114.12	114.12	114.12	114.12	114.12	114.12	114.12	114.12	0315			
Jun 88	95.64	95.67	95.62	95.64	95.61	95.61	491	Mar 88	---	114.12	114.12	114.12	114.12	114.12							

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# CREATIVE & MEDIA APPOINTMENTS

## Brand Managers Two genuine career opportunities in Marketing

New Forest c.£16K + car + bonus

Ready to take on a high profile Marketing role with a young, go-ahead Company? If so, we could have a career for you. Johnson & Johnson Orthopaedics Limited is one of the fastest-growing companies within the world's largest health-care organisation. We specialise in marketing an excellent range of trauma, rehabilitation and joint replacement products, supplying both the NHS and the private sector. Continued success along with further business development have created openings for two innovative marketing professionals.

### BRAND MANAGER

(SOFTGOODS) - reporting to our Softgoods Sales and Marketing Manager.

### BRAND MANAGER

(KNEE PRODUCTS) - reporting to our Implants Marketing Manager.

The successful candidates will have total responsibility within their sphere of the business, handling all elements of the marketing mix. These will include the preparation and implementation of marketing plans, the investigation of new marketing opportunities, product sourcing, line extensions, pricing strategies, advertising/promotion, active salesforce support and maximising profitability levels.

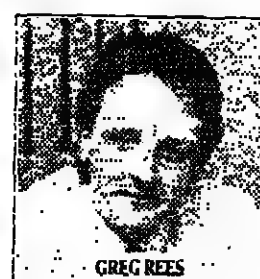
If you are in your mid-late 20s, educated to degree level, with professional marketing experience and a desire to grow in a vibrant business environment, do contact us. If you are also industrious, dynamic and can motivate others as well, then we would really like to hear from you.

Along with a competitive salary our extensive benefits include management bonus, car, BUPA and generous relocation assistance where appropriate.

Please forward your full cv, to Guy Rothwell, Personnel Manager, Johnson & Johnson Orthopaedics Ltd, Queensway, Stem Lane, New Milton, Hants BH25 5NN. Tel: 0425 620888 ext 237.

**Johnson & Johnson**  
ORTHOPAEDICS LIMITED

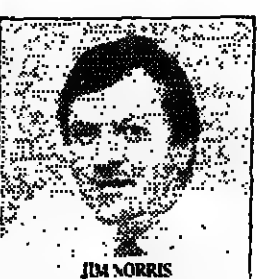
a Johnson & Johnson company



GREG REES



ROGER LANG



JIM NORRIS

**FOOD-RESEARCH EXECUTIVE**  
London To £18,000  
This is a rare opportunity to join a highly successful Marketing Team within one of the best known names in the Food Industry. This new position has been created for a dynamic strategist who combines technical research ability with highly developed communication skills. The successful applicant will have the ability to manage projects from Planning and Commission stages through to completion and thereafter make presentations to Senior Management.  
Call GREG Ref: G4792

**GROUP PRODUCT MANAGER**  
Cosmetics  
London c£20K + Car  
Any person with this client's name on their CV is privileged indeed. It means that they have risen to the highest standard possible in terms of the classical marketing track and that their future has been endorsed by one of the world's most prestigious companies.  
Call GREG Ref: G4776

**ACCOUNT DIRECTOR**  
Two-Dimensional Design  
London Substantial package  
My client is an established Award Winning agency which specialises in product and packaging design. A high profile Account Director is sought to expand the business into new areas of design work. You will be a highly successful senior person in the world of design with a significant portfolio of established clients who will agree with you based on your track record of success. Firm Divisional Player only.  
Call JIM Ref: J4001

**NPD/BUSINESS DEVELOPMENT/TOILETRIES**  
M4 Corridor £18,000 + Car  
My client is a fast growing toiletries manufacturing company in this sector with a unique packaging proposition. They are seeking a true Marketeer who can take the idea from the drawing-board through the product development process and then sell the complete concept both to OEMs and direct to the Trade. This is a superb opportunity to exercise all your marketing skills coupled with a high level of sales ability.  
Call GREG Ref: G4905

**PRODUCT MANAGER**  
Data Communication  
Terminals  
London £14,000 + Car  
If you have an electronics/electrical engineering degree, a marketing qualification and four years experience which includes product planning and research I want to hear from you.  
Call ROGER Ref: R4280

**SALES & MARKETING DIRECTOR**  
Building Products  
South Coast c£25,000 + Car  
My client is a major manufacturer of plastic products in the construction industry. You must have a significant record of success in the sales and marketing of a CEM, Construction and Distribution sector. This is a rare opportunity to lead a successful Group of Companies with substantial expansion plans.  
Call JIM Ref: J4001

**SENIOR PRODUCT MANAGER**  
Cosmetics  
London To £19,000 + Car  
My client is a fast growing cosmetics manufacturing company in this sector with a unique packaging proposition. They are seeking a true Marketeer who can take the idea from the drawing-board through the product development process and then sell the complete concept both to OEMs and direct to the Trade. This is a superb opportunity to exercise all your marketing skills coupled with a high level of sales ability.  
Call GREG Ref: G4905

**MARKETING CONSULTANTS**  
London & South East  
£15-£30,000 + Car  
We have several major clients in business/marketing consultancy who are looking for talented people with a strong track record in classical marketing who wish to develop their undoubted skills in the field of consultancy. If you are a good communicator with presence and style I want to hear from you.  
Call ROGER Ref: R4280

**KEY ACCOUNT MANAGER**  
Calculators & Toys  
South East  
My client is a major manufacturer of calculators and toys. They are seeking a true Marketeer who can take the idea from the drawing-board through the product development process and then sell the complete concept both to OEMs and direct to the Trade. This is a superb opportunity to exercise all your marketing skills coupled with a high level of sales ability.  
Call JIM Ref: J4001

**EXECUTIVE FACILITIES (MARKETING) Ltd.**  
SPECIALIST MARKETING RECRUITMENT  
CLIVE HOUSE, 21A CONDUIT PLACE, LONDON W3 1BS Tel: 01-558 3021 (24 hrs) FAX 01-402 0136

## HEAD OF PRODUCT DEVELOPMENT

Gifts/Toys/Greeting Cards  
£18,000 + Car

Our client is THE major force in the rapidly expanding impulse gift market, currently enjoying a 30% per annum growth rate. The European subsidiary of a US parent corporation, they are about to embark on a dynamic product development programme, targeted at the European market.

To spearhead this exciting phase in their expansion plans, they now require a Product Development Manager whose initial responsibility will be to recruit a Research and Design team before investigating and exploiting new product opportunities for the European and USA markets.

Reporting to the Director of Marketing, this position has excellent career development potential. Substantial overseas travel will be required. The successful applicant (M/F) will probably be aged between 27 and 35, and able to offer a good track record in new product development. This position requires considerable creative and organisational skills and the ability to identify market trends.

A basic salary in the region of £18,000 plus car and usual benefits will apply. The company is based in the South and assistance with relocation is offered to the successful candidate. If you would like to investigate this exciting career opportunity in more detail telephone, or write with full C.V. to Judith Normandale quoting Ref: 685

**CLINTON-DONKIN**  
(Specialists in Sales and Marketing Recruitment)  
Blagrove House, 17 Blagrove Street  
Reading, Berkshire RG1 1PW  
Tel: 0734-596216 (24 hrs)

Specialists in Sales Recruitment

**Clifton Donkin**  
London • Reading • Stevenage

**HOW MANY MARKS WOULD YOU GIVE YOURSELF (FROM 0-10) ON YOUR ABILITY TO COMMUNICATE POWERFULLY AND EFFECTIVELY?**  
How many marks for your ability to self-motivate?



We are interested in meeting you if you gave yourself from 7 to 10 marks!  
We are offering an excellent career opportunity for telephone marketing people who are interested in developing a career in a sales or marketing company within Central London.  
Salary £7K Basic O.T.E. £10K plus, (open ended commission structure). If you are a Graduate or have good 'O' and 'A' level grades, and have some telephone sales experience, please contact Rizwana Niazzi on

01-538 5151

Opportunities, both in London and Reading.  
25 Skyline Village, Limeharbour, Docklands, London E14 9TS.

## GENERAL ARTIST TO WORK IN HIGH WYCOMBE

Creative Marketing Limited needs an experienced general artist to work on various accounts, large and small, involving some creative work, production of most types of visual, plus simple illustration and mechanicals. A good knowledge of typography would be an advantage, as would an interest in computers and the ability to key type.

Do you have all or most of these skills, and would like to work in a friendly, small team in a nice town centre environment? If so, call Tony on (0494) 37766 or 36560 without delay. There could be a good career opportunity for the right all-rounder.

Evenings and weekends, telephone (0491) 38351.

**CREATIVE**  
Marketing Limited

Station House, 5 Amersham Hill, High Wycombe, Bucks HP13 6NQ  
Telephone: High Wycombe (0494) 36560 or 37766 Fax: (0494) 23791

## HIGH BASIC £35K OTE QUALITY CAR

A well-established but rapidly expanding company in the Office Automation market place is seeking to fill several vacancies in London and South East England. If you are 23-39, with a minimum of 2 years office equipment or related experience contact Bruce on:

01-439-4911

Ian Whitmore Associates  
(Recs) Consultants  
225-241 Regent Street,  
London, W1R 1JG.

## ASSISTANT PRINT BUYER

C. £8,000  
Advertising and marketing department of large UK multi-media company. Must have 2-3 yrs exp in print buying, production, layout, buying etc.  
Please phone  
01-439 2002  
P.A.M. Personnel

## ADVERTISING PRODUCTION CLERK

To work as part of a small team in the EC1 area.  
The successful applicant will be in their early twenties with experience in handling both display and classified advertisement copy. The position requires liaising with sales and editorial departments as well as with type-setters and printers.

Attractive salary, generous holiday entitlement and excellent benefits.

Applications in writing, enclosing your C.V. to:

R.E. Gobbett

Personnel Controller

London Post (Printers) Ltd

PO. Box 48, Virginia Street, London E1 9BD

Previous applicants need not re-apply

## TELEPHONE SALES CONSULTANT

PREF. GRADUATE (MIN. 2 'A' LEVELS) - AGE 23-28  
SALARY: £5-10,000 + COM - O.T.E. £15K IN FIRST YEAR  
BASED: RAVENSCOURT PARK

We sell a recruitment service to middle and senior management in companies both large and small throughout the UK.  
You need to be articulate, confident and persuasive - to enjoy talking to people thereby gaining their interest in you and the service. We are looking for someone with enthusiasm, drive, determination and above all, energy, who will create confidence and convince the employers they are making the correct decision in using us.  
Sounds easy? If you believe you are the person and you either wish to move into or are already in selling but want a career, contact me now.

J. Bennett on 01-741 8011 ext. 223  
or 01-748 3444 (24 hrs.)

## EDITOR £12,000 PLUS CAR OR CAR ALLOWANCE

We publish two fortnightly magazines one for Estate Agents the other for Employers Agents. We are urgently seeking an Editor to generate copy, sub press, releases, write features, layout pages and generally run two publications.

Telephone or write to Mike Bickardale

01 200 4545

CORPORATE IMAGE

Photocopy House

Juliette Close

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## MEDIA &amp; MARKETING

## Let's be honest about porridge

## OPINION

Pearson Phillips

Among all the nuggets of action promised in Home Secretary Douglas Hurd's address at the Tory Party law and order bun-fight, were two items about prison. There are going to be more prison places and the appeal court will be able to lengthen sentences which it decides are too lenient.

The hangers and floggers will not be impressed. They will say that prison is not a serious deterrent anyway. It is difficult to prove them wrong. Can anything be done about that? There could be, if the government were ready to use the media in a new way.

We are all familiar with the kind of television advertising used to fight crime. It has been pointed at the ordinary citizen who has been in danger of slipping up.

Scarred road accident victims in the seat belt campaign. Young lives cut short in the drinking and driving campaign. When dealing with more hard-core crime, like housebreaking or car theft, the message has been addressed to house-holders and car owners, advising them how to look after their property.

The Central Office of Information is now looking for an advertising agency to run a new crime prevention campaign. The front-runners are said to be Collett Dickinson Pearce, veteran of past government campaigns, and the flavour of the moment, Gold Greenless Trot.

Either of these agencies would boast that it could mobilize enough technical brilliance to move the public mind. Why not use these techniques to reinforce the deterrence of a prison sentence? Why not employ the mind-moulding power of advertising to make potential criminals aware of just what going to prison involves?

This would at the same time keep people out of prison, which should be the final aim of any penal policy.

At present the main message which comes from the television screens about prison is that provided by the comedy series *Porridge*.

It appears as a pleasantly warm, cosy, brightly-lit club, with charming members. But the company enjoyed in prison is not quite like that.

Any documentary coverage of prison life tends to concentrate on the new, the enlightened, the experimental. There seems to be a tacit understanding that the small, over-crowded cells, all the things which produce prison riots, are never mentioned. There are also the secondary effects of a custodial sentence, the effect on careers, the effect on families.

There will, of course, be pitfalls and objections. One difficulty will be raised by the prison officers. How will they come out of it all? Are they to be shown as one of the inhuman aspects of prison life? They will hardly agree to that. But they would surely welcome being brought into the campaign to show just what life in prison can be like.

There will also be the objection that such a campaign will not touch the hardened criminal, who treats a sentence as part of the job. Nor will it do anything to keep out the large portion of prison occupants who arrive there through incompetence and inadequacy. For these, prison can never be a deterrent. But there are others for whom it could.

It may be claimed by some that prison as a deterrent is a political issue on which there is no party agreement, and that it is therefore unsuitable for government-sponsored advertising. In the past the IBA was persuaded to turn down a government anti-inflation campaign as being "too political". This is a battle which would have to be fought and won in Whitehall.

Pearson Phillips is a freelance writer and regular contributor to *The Times*.

As two magazines are launched, David Leitch considers a rival to Lord Gnome

## It's no blinking Eye

Nothing promised better for *The Digger*, the new fortnightly rival to *Private Eye*, than the advance publicity stressing the Australian-English antecedents of its founder, John Mulcahy.

It sounded just the right cultural cocktail for investigative journalism: a combination of larrikin aggression and Irish irreverence. At least it wouldn't be like going to the same awful prep school for 25 years.

So much for the fantasy, or hype. The reality of issue one, a smooth, though curiously ugly pastiche of *Private Eye*, suggests that Mr Mulcahy is flogging for a yuppie marketing vehicle.

The display ads in this ersatz *Eye* tell a more interesting tale than the editorial copy wrapped round them. There are full pages from Ryanair and the Allied Irish Bank, for instance. There are also four pages in colour for the Renault turbo most resembling a Porsche, addressing "the discerning few who would consider spending more than £25,000 on a car". Add a full page inviting offers for a Polo Centre near Ascot, and it's easy to imagine this is one more of those free mags which destroy letter-boxes at what they assure you are London's "most prestigious 100,000 addresses".

The copy looks horribly like a glossy *Eye*. Except in that left hand Gnome niche, where there is a



THE DIGGER: A NEW FORTNIGHTLY RIVAL TO PRIVATE EYE. THE COVER OF THE FIRST ISSUE, WHICH FEATURES A PASTICHE OF THE LATTER MAGAZINE'S STYLE.

satirical editorial advocating privatized jails run like battery chicken farms. It makes you feel nostalgic for jokes about organs.

The lead story identifies a "mysterious" Irishman, "known to Fleet Street only as The Dook" which is presumably supposed to shed light on the Simon Hayward drug case in Stockholm.

There is a likelier-looking item about Aer Lingus pilots being co-opted as diplomatic couriers on the London route because Irish diplomats have deduced that the Swiss-made cipher machines they acquired for a million pounds

**'Mulcahy may be able to make us again appreciate the strange beauty of Private Eye'**

especially for the talks with Mrs Thatcher had been bust wide open by M15.

There are a couple of Scarfe-inspired cartoons — and there's no worse person to attempt to plagiarize — plus shocked insider revelations about the ITV companies' inducements being offered to encourage foreign buyers to purchase their programmes.

They don't amount to much, although the editorial slant reveals a schizophrenic double standard between the reporters and the kind of readers implied by the ads.

It makes no sense that potential Renault Alpine or Polo Centre purchasers would find excess in a Thames TV scheme, for example, to present the "250-plus" foreign buyers with "a free leather-bound Filofax" (they could hardly charge for the things, presumably).

The *Digger* believes in the recent notion that people who are "some-

thing in the City" — usually having something to do with multiple share applications, or offshore tax dodges — are of compelling interest. Their stories reinforce a more durable idea that City life is so dull it is impolite to talk about it.

The copy is all written in sub *Eye*-speak, jokey but not funny. There is a poor taste item called *A Life In The Day* of Terry Waite, and something called *The Traditional Fijian Power Structure*. The humor involves funny names like Sir George Peek-a-Boo and Timotei Bananarama next to head shots of The Queen, Prince Philip, Douglas Hurd and the hapless — and luckless — former Tory MP for Yns Mon.

When Claud Cockburn founded his subversive and sometimes satirical magazine *The Week* in the middle 1930s his motivation was mainly political. The launch of the *Eye* in 1961 expressed as much as anything a desire to continue the kind of undergraduate games played at Footlights concerts.

Times have changed so much that *The Digger's* launch seems to be motivated by a perceived empty space. I doubt it will be easy, but Mulcahy may be able to make us again appreciate the strange beauty of *Private Eye*.

David Leitch was formerly on *The Sunday Times* Insight team. He is the author of books on Kim Philby and Guy Burgess.



Terry Ramsden: a bitter letter

## Sporting strife

Why two of Britain's racing papers have had the whips out

In one corner, the *Sporting Life*, the country's oldest racing newspaper, proprietor one Robert Maxwell. In the other, the *Racing Post*, born in 1886 of the Maitland family, rulers of Dubai and supporters of the English turf.

The aggressive, colourful *Post* came into being when the *Life* was showing fatigue, its circulation down to 69,000 and teetering financially.

Today a rejuvenated *Life* sells 91,000 copies; the *Post's* circulation is 42,000. The sniping between the two has become particularly virulent during the past two weeks.

The catalyst is millionaire Terry Ramsden, Britain's biggest non-Arab racehorse owner and sponsor of racing to the tune of £180,000 a year. On October 1, the *Post's* diary suggested that Ramsden was late in paying sponsorship money. Ramsden's reaction was a bitter letter to the *Life*, supported by a front-page interview with one of his spokesmen "to notify the racing world that I am withdrawing from all my sponsorships forthwith".

The following day, on its front page, the *Post* replied with an outburst that referred to a "cruel and cheap attack on us". Back to the *Life*, a day later: "It is poor newspaper practice to be ponderous... yesterday's display will not do us with the great British racing public."

Both papers have temporarily exhausted their explosives. But the greater battle is not over. The *Post's* last leader ended: "Ultimately, the market place will make up its own mind; we are in no great hurry."

Marcel Berlins

©Times Newspapers Ltd 1987

... and Michael Duncan reports on a new contender for readership in the shires

Marcus Binney, editor and moving force behind *Land*, the glossy new monthly magazine which hopes to topple *Country Life* from its pedestal as top people's journal of rural heritage and lifestyle, has friends in high places. "If Marcus is behind it, I'm sure he'll get it right," says the Duke of Argyll, one of 2,500 founder subscribers Binney and his small team have sought to give *Land* a "solid base". And Lord Montagu of Beaulieu, chairman of English Heritage, calls it "a splendid new star in the firmament. It has a nice mix and is well laid out".

But are Binney's landed gentry and conservation connections — he is an ex-editor of *Country Life* himself and president of Save

Britain's Heritage — enough to get such a publication off the ground?

*Country Life* sells 48,000 copies each week, including 4,000 subscriptions. *Land* printed 50,000 copies, and has sold around 24,000 so far, including its subscriptions, which Binney hopes to raise to 5,000 by Christmas. The consensus among advertising types is that if it is to succeed, *Land* must make inroads into the property advertising which contributes largely to *Country Life's* £7 million-plus of advertising revenue and its estimated £2 million profits each year.

Binney is adamant his magazine will not hinge on property quite to the extent of his rival. To the casual reader *Land*'s advertising profile seems to be identified by its two-page spreads for Porsche and Benson and Hedges, and its article

**'Binney is adamant his magazine will not hinge on property to quite the same extent'**

on Bannenburg yachts. But Chris Allen of BRAHM, the Leeds advertising agency which handles Porsche's media buying, says his presence in *Land* was a one-off: "We're not certain whether it is our type of audience."

As for the estate agents, *Land* was well received by Linda Anstey, media director for Hampton and Sons. She took three pages

in the first issue and "had an extremely good response" — almost the exact words of Isabelle Pienney of Bonham's, the auctioneer, another important market.

Anthony Cane, partner in estate agent Strutt & Parker, still needs to be convinced. He feels *Land*'s apparent emphasis on subscriptions may mean it misses out on the kind of reader who buys *Country Life* simply when in the market for a property. "To be honest, *Country Life* is the bible," he says.

Its lack of authoritative bite is the core of the main criticism of *Land*. Warren Davies of the National Trust says it has "less sparkle than we had been led to believe" while Nick Lockett, deputy media director at Seatchi and Seatchi, thinks it needs to be more topical.

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## MEDIA &amp; MARKETING

## Music of the tills

The advertisers are discovering that old tunes are still the best

Irving Berlin won't, Peggy Lee will and from next year, George Gershwin is up for grabs. Len Thorpe knows this sort of thing because, as the copyright manager for Chappell Music, he is approached at least six times a day by advertising agencies wanting to use standard songs in commercials.

"Some songs we are not allowed to use," he says. "Irving Berlin, who is now 99 years old, doesn't permit the use of his. The Gershwin estate resisted for a long time but next year he goes out of copyright anyway."

Chappell, in the spotlight because of a takeover bid from Warner Communications, is the world's largest music publisher. It has on its books, among others, Cole Porter, Noel Coward, Lorenz Hart, Ivor Novello and George Gershwin.

Managing director Brian Bush estimates that the company owns approximately 650,000 songs, a small percentage of which will be consistent money-makers. These are now on computer, where song titles can be checked for words appropriate to advertisers and their forthcoming campaigns.

Recent successes include "George Girl" in a Barbie Doll campaign, Peggy Lee's "It's a Good Day" for Legal and General Insurance, and "Sentimental Journey" for British Rail. Fees can be £50,000 for a lengthy national television campaign.

Says Thorpe: "A lot of advertising is directed at those who are between 20 and 50. For them, you have got to have songs that everyone has known since childhood."

Steve Turner

© Times Newspapers Ltd 1987

## Battle for the babies

The war of words and occasional fistfuffs between South African newspapers and Fleet Street's *The Mail on Sunday* has taken a more serious, legalistic turn. At issue is not just the coverage of the birth of triplets to their own grandmother in a Johannesburg clinic two weeks ago, but also more nebulous and emotional concepts like national pride and journalistic ethics.

The *MoS* had the grandmother and her family on exclusive contract. The South African Press resented this foreign intrusion and tried to get share of a story it considered its own. This old-fashioned saga of newspaper competition, involving lawyers, minders and spotters, began nine months ago, shortly after 48-year-old Pat Anthony discovered she was pregnant. Stewart Steven, the *MoS* editor, bought her exclusive story. But the £40,000 he offered was far from the million rand (£300,000) reported in South Africa.

South African papers first learnt of British interest a month before the birth, when they received telexes announcing that the *MoS* had an exclusive contract with the Anthonys; any approach to the family would lead to a suit for damages.

Ray Joseph, news editor of the Johannesburg *Sunday Times*, part of the Times Media group, says: "This was like a red rag to a bull. We put in extra effort." His reporter, Charmain Naidoo, found that the Park Lane Clinic, where Anthony was due to give birth, "leaked like a sieve".

At 4.30 on the morning of October 1, Toni Younghusband, the medical reporter on *The Star*, owned by the rival Argus group, received a call from her source there, saying Anthony was entering the operating theatre. The babies were born soon after 6am and Younghusband claims she was the first reporter on the scene 10 minutes later. As she tells it, she walked straight into the hospital, into the lift and up to the second-floor maternity ward. As the doors opened, a camera team was coming out of the ward. She was allegedly shoved back into the lift by an *MoS* reporter, who then pushed the button to the ground floor. She got out of the lift and sprinted up the stairs. Again she was denied access.

Allison MacDonald, a general reporter on the tabloid *The Citizen*, also claims that she and her photographer were man-handled by members of the eight-person *MoS* reporting team.

As far as the South African media were concerned, they had their story. The following day *Beeld*, the Afrikaans daily, ran a front-page story



Front page war: the "official" picture from *The Mail on Sunday* (above) and the *Sunday Mirror*'s version "taken by a South African nurse" (top right)

### Andrew Lycett reports on the latest round in the international press war that began with the birth of the South African triplets

Featuring not the births, but the heavy-handed tactics of the *MoS*. A battle had been declared.

The *MoS* mounted a 24-hour guard and there were reports of South African journalists shinning up fire escapes and donning elaborate disguises. The *Sunday Times* was particularly determined not to be beaten to a local story by a foreign competitor. Three days after the birth, it offered its readers what it claimed were exclusive photographs of the triplets. The *MoS* countered with a statement from the grandmother saying that these were not her three children. (In fact two of them were.)

The *Sunday Times* was now angry enough to begin an action for defamation. Last Friday it issued a writ demanding that Mrs Anthony retract by October 19, or face a suit for damages. It says it was forced to take the action against Mrs Anthony, but its real aim is to get the *MoS* into court. "Once we get there Mrs Anthony steps aside," says Joseph.

In an unprecedented move, the *Sunday Times* also offered its photos free of charge to the local media, thus hoping to spike the guns of the *MoS*, which had sold its story and pictures to two South African papers. The *Sunday Times* also sold its



"exclusive" to the *Sunday Mirror* in Britain and to other papers round the world. Its pictures are believed to have been taken by a member of the nursing staff at the Park Lane Clinic.

Stewart Steven, the editor of the *MoS*, is unimpressed. "I don't regard it as a significant spoiling operation. Anyway, the pictures everyone was looking for were of the grandmother and mother with the children." These were the ones the *MoS* itself published and then syndicated abroad. It has recouped £500,000 in sales so far - 12% per cent, it is understood, go into a trust for the triplets.

Both British and South African papers say they put on circulation as a result of their "exclusives". The *MoS* sold 1,962,000 copies, 130,000 more than the previous week. The *Sunday Times* claims 548,000 copies, the highest figure in its 81-year history, and 31,000 more than its January-June ABC figure.

Defending his paper against charges of harassment, Steven says: "I think Mrs Anthony should be entitled to her privacy. I don't think anyone should be ashamed of supporting her in this." More to the point, he adds, "We had to protect the story principally because of our syndication clients. The South Africans made a big issue of it because, with their press restrictions, they can't really cover real stories." But did his reporters overstep the mark? "Somebody did stumble down a step and made a big issue of it."

Joseph counters angrily. "It was a story on our doorstep and we had a duty to our readers to cover it. The *MoS* went over the top. It made an absolute fool of itself, acting as if it owned the place. It sent in people who had no local knowledge and who treated the local press with the kind of disdain they would normally reserve for a local freesheet."

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## Script development

The Glasgow Media Group is not an organization to give up lightly in its efforts to demonstrate that television news is biased. In the latest edition of *Media, Culture & Society*, the group's Greg Philo accuses Independent Television News, not for the first time, of sharp practice in supplying Keele University's Martin Harrison with scripts of news bulletins for his book *TV News, Whose Bias?*

The book defends ITN against the Glasgow group's accusations, but the scripts quoted by Harrison often differ from the bulletins as broadcast, which Philo says undermines Harrison's conclusions. ITN assistant editor Glyn Matthews says Harrison was given scripts, not transcripts, so there are bound to be differences, but they are minor and Harrison's conclusions are justified. Philo disagrees: Harrison has produced "a study of the content of television news without having either the pictures that were shown or the actual words that were spoken", his article concludes.

## Too fat to handle

The glossy women's monthlies *Elle*, *Vogue* and *Harpers & Queen* are celebrating bumper issues this month.

But, though it makes the advertisement department happy, a big magazine has its drawbacks. When one *Harpers* subscriber rang to ask why her copy of the October issue still hadn't arrived 10 days into the month, she was told the packaging machine had broken down, unable to cope with the 412-page magazine.

## Express denial

What is left of Fleet Street has been alive these past few days with rumours that Nick Lloyd's days are numbered as editor of the *Daily Express*, and that *Mirror* columnist Anne Robinson or Brian Hitchens, number two at the *Sunday Express*, are in line to succeed him. Are they true? "In one word, absolute rubbish," says Express Newspapers managing director Andrew Cameron. Express circulation is up, thanks to the paper's recent policy of giving away houses and shares, and there are no plans, says Cameron, to make changes to the paper's editorial management.

## Screen Aid

Commonwealth leaders in Vancouver this week will be discussing a plan whereby television programmes produced by any Commonwealth country should be available free to any other. Canada is prepared to subsidize the scheme, which in practice would probably be limited to educational and documentary programmes;

so is India; but the United Kingdom is reported to be unenthusiastic.

## Briefly...

The *Daily Telegraph* has acknowledged the impracticality of its new Docklands base and is opening a satellite office in the West End for hard-pressed backs to use when they can't get back in time for the first edition... Pirate radio stations in London, used to raids on their transmitters by police and Department of Trade inspectors, report a new hazard: someone has been stealing untended transmitters and selling them back to the pirates at up to £600 a time... Saatchi & Saatchi agency Dorlands, which the brothers were recently said to be thinking of merging with another arm of their empire, Ted Bates, is making 16 staff redundant... Five years on and two of Channel 4's original independent producers are still flourishing. David Hall and Kees Rynjke have joined forces to work on a quintessential Channel 4 project, a documentary portrait of winners and losers in Thatcher's Britain... The Periodical Publishers' Association is looking at the feasibility of road distribution for magazines as an alternative to the Post Office... Consumer affairs specialist Jan Walsh is the latest journalist to quit *The Star*... A European daily newspaper is the latest idea to spring from the fertile brain of larger-than-life media mogul Robert Maxwell. It nearly proved the end of him as well when his chair collapsed under him at the Paris press conference to announce the venture...

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for the attention of Mr G C Legge, Chemical Division Co-ordinator.

## SUPERCALL

Salary £10,000 - £14,000 pa

Now needs an experienced audio producer to join its creative services team working on telephone information services, radio commercials and other audio projects. You will have a good broadcasting voice, sound editorial judgement and creative talents.

Demonstrate the above requirements with cassette and CV to Ian Davies, Programme Manager, B.T. Supercall, 1 Downham Road, London N1 5AA quoting Ref. TI.



## PICTURE RESEARCHER

We are looking for a picture researcher for our busy picture desk. The ability to work under pressure with speed and initiative is essential.

Please write to: Ewe George, Picture Editor, Sunday Magazine, 28 Dyle Street, London W1P 7LJ

## THE GRADUATE CHALLENGE!

£11,500 (BASIC + COMM)

Did university or college challenge you? Well there are lots more challenges before you now - good, practical business challenges. Like beginning a career as a sales executive with a major publishing company where the challenges will arrive daily and where the potential for success is enormous.

Our client is a major force within business publishing, producing market-leading titles. Their sales forces are young, dynamic and ambitious like you! Their training is first-class and will equip you not only for a career in sales but will provide you with the basis for a successful career in business and management.

So if you're a good communicator, could honestly describe yourself as tenacious and 'fast on your feet' and are ready for another challenge call Parveen Memon or Ellen Alcock straight away!

GRADUATE APPOINTMENTS  
7 PRINCES STREET, W.1 01-6297270

## WORK WITH THE BEST

Since we started over 40 years ago we realised that the success of our company depends on the success of our employees. That is one reason why Brook Street is now one of the country's market leading employment agencies and our employees are earning higher salaries and high bonuses.

Due to expansion we are now able to offer you the opportunity to join our young ambitious team. If you are dynamic, sales orientated and have the ability to succeed, then call Jackie Mudge straight away to arrange an immediate appointment, on 01-229 9234.

BETTER PEOPLE COME FROM

BROOK STREET

## RESIDENTIAL LETTING NEGOTIATOR

Required by a leading independent firm of London Estate Agents - to set up a new office in Notting Hill Gate. The successful candidate will be part of a hard working and enthusiastic team and will be expected to show a high degree of initiative and the ability to work without supervision. In return a realistic basic salary, and a generous commission structure.

Please apply in writing with C.V. to:

Personnel Department  
MARSH & PARSONS  
5 Kensington Church Street  
London W8 4LE

## Managing Editors

Bilingual Dictionaries Oxford

Oxford University Press wishes to appoint two managing editors for a new series of French-English dictionaries.

One managing editor will be responsible for the French-English texts and the other for the English-French texts. Their main duties will include the establishment of editorial policy and the direction and control of in-house and freelance staff engaged in the preparation of the respective texts.

Candidates for these posts should have significant lexicographical experience, be fluent in the language which is not their mother tongue, and have proven managerial ability.

The project will be located in Oxford. Salary and benefits will be appropriate to the qualifications and experience of the persons appointed.

(Closing date for applications 31 October 1987).

Please write, with full cv to:

Mr D.C. Moody, UK Personnel Director,  
Oxford University Press, Walton Street,  
Oxford OX2 6DP.



## International Publishing Company requires

## SALES ASSISTANTS

Circa £10,000

We are seeking intelligent, articulate and enthusiastic people to work for our Area Sales Managers. Applicants must have excellent secretarial skills, knowledge of word processors, organisational skills plus the ability to liaise confidently with clients over the telephone.

A willingness to become totally involved in the day to day workings of a busy sales department is essential. Benefits include: 22 days annual holiday, 50p per day LV's and overseas travel allowance (local only).

Please apply in writing, with CV to:

The Office Manager,  
Colman Publishing Limited,  
27 Paul Street,  
London, EC2A 4JL.

## GET INTO ADVERTISING

Sales and marketing department of established Viewdata Publishing Company require Sales Staff for West End Office. Basic and high commission.

For Trevor  
01-629 5754 ext. 17.

CHIEF EXECUTIVE  
CHESTER MARKETING BUREAU

The Chester Marketing Bureau requires a new Director to market all aspects of business, tourism and leisure activities for this beautiful Historic City.

Responsible to the Board of the Chester Marketing Bureau, the successful applicant will be working in close liaison with the private sector, local authorities, regional and national tourist boards.

The person we are seeking will be aged 28 years or over with a proven track record in tourism and related fields and capable of managing and expanding the bureau's activities.

An attractive package is negotiable.

Please apply in the first instance to:  
The Chairman, John Mawdsley,  
Chester Marketing Bureau,  
The Chester Visitors Centre,  
Vickers Lane,  
Chester CH1 1JX.

## Decanter MAGAZINE LIMITED

## DEPUTY FOR ADVERTISEMENT MANAGER

Decanter, acknowledged as the leading specialist magazine for consumers of wine and spirit requires a Deputy Ad Sales Manager. Candidates must have an outstanding achievement in advertising sales on a nationwide or magazine production and process published across the country. The ability to motivate, organise and manage a highly skilled multi-lingual magazine team is also a key requirement. Salary negotiable. Please write enclosing your CV and details of current salary to:

Anna Adams, Personnel Officer,  
Decanter Magazine Ltd, 3-10 St. John's Rd,  
London SW11 1PN (Tel: 01-250 1551)  
No Agencies Please!



# CREATIVE & MEDIA APPOINTMENTS

## BBC APPOINTMENTS

### BBC Wales

BBC Wales is seeking two Editors, each to head a unit in its News and Current Affairs Department, based in Cardiff.

We are looking for a top line Current Affairs Unit Editor to lead the team which makes the award-winning weekly programmes *Week In Week Out* and the controversial public affairs programme *Public Account*.

### EDITOR

Current Affairs  
Programmes  
(Television)

You will be responsible for the day-to-day operation of the Current Affairs TV unit and for developing both programmes within the distinctive briefs established for them, originating subject matter, initiating research, planning shooting and studio schedules and managing programme budgets.

You must have current affairs production experience in television and be able to demonstrate editorial judgement of the highest order, a wide knowledge of current affairs in Wales and the ability to lead and motivate a successful team of professionals.

A knowledge of the Welsh language not necessary.  
Salary, depending upon experience, in the range £17,530 - £22,764\*\* (Ref. 8260/T)

### GOLYGYDD

Rhaglenni Newyddion  
Radio Cymru

Mae BBC Cymru yn chwilio am Golygydd i fod yn gyfrifol i'r Golygydd Newyddion a Materion y Dydd am drefnu rhaglenni Newyddion a Materion y Dydd Radio Cymru ac am arwain y tîm cynhyrchu. Bydd deiliad y swydd yn ymgynghori â'r Pennaeth Radio ynghyd â'r arddull cyfnewio'r rhaglenni newyddion a'u parhynas â damau eraill yn nhrefn Radio Cymru.

Bydd gallu a phrofiad newyddiadurol a barn olygyddol gydwys yn hanfodol yn ogystal â phrofiad o newyddiadurol a ddarlledu gyfnewio, y gallu i arwain staff ac i wneud penderfyniadau pwysig dan bwysau a rheoli gweithgareddau cymhleth o fewn adnoddau arianol cyfyng. Golygydd hysbyddu am fuddwyl bywiog, diddordeb gydwysu nid yn unig mewn materion Cymreig ond hefyd mewn newyddion Prydeinig a chydwladol, a lithrigrwydd yn y Gymraeg a Saesneg.

Swydd yng Nghaerdydd. Rhoddir cymorth gyda chostau symud.  
Cyflog, yn dibynnu ar brofiad, rhwng £15,388 - £19,975 yf.\*\* (Ref. 4481/T)

Relocation expenses considered.

\*\*Plus an allowance of £1,066 p.a.

We are an equal  
opportunities employer

Contact us immediately for application form (quote appropriate ref. and enclose s.a.s.) BBC Appointments, London W1A 1AA. Tel. 01-927 5795.

### CORPORATE TELEVISION

## Business Development Professional

- Pont Media are part of a fast growing international group of companies specialising in financial information services.
- The Pont group's products are used and respected by leading institutions in the world's major financial capitals and we have a network of offices covering Europe, the Far East, Australia and the United States.
- Our U.K. corporate television division specialises in the production of quality video programmes for the training, information and marketing needs of clients in the fast growing financial services sector.
- We need a person with City experience to develop and market our video services to this sector. You must be self motivated and capable of dealing with clients at the most senior level.
- Salary: £20,000 - £24,000 plus benefits.

Write in confidence with full C.V. to:

Simon Bohrmann,  
Pont Media  
6 City Road  
London EC1Y 2AA

# PONT

MEDIA

### TRAINEE ACCOUNT EXECUTIVE £15,000 package c. London

When it comes to assignment-based recruitment for the information technology sector, Lloyd Chapman stands out as a clear leader with a reputation based firmly on our ability to deliver results through quality of service, backed by award-winning advertising.

Not surprisingly, our blue-chip client list is growing rapidly. Hence the need for a Trainee Account Executive who will join us preferably from a media sales environment - ideally computer-oriented - and bring some 18 months relevant experience.

The responsibilities will be many and include the canvassing of new and potential clients, research and monitoring of the specialist press in order to arrange for our consultants to secure new business.

Certainly, you'll be of graduate calibre, ambitious, determined and resilient. You should also be in your 20's, with a formal training in sales.

Your salary will be made up of a generous basic plus commission... and will directly reflect your performance. Ambitious candidates can expect to progress to Account Executive within a year, where earnings are unlimited and include a company car.

For immediate consideration, send your CV to: Gary Phillips, Director, Lloyd Chapman Associates - I. T. Finesse Ltd., 160 New Bond Street, London W1Y 0HR. Please quote reference: C/0704.

Lloyd  
Chapman  
Associates

International Search and Selection  
160 New Bond Street, London W1Y 0HR  
Telephone: 01-408 1670

### RESIDENTIAL SALES NEGOTIATOR

PKL Group is seeking a Senior Sales Negotiator to work in their Primrose Hill Office. He/she must have flair, self-motivation and experience in the property field to join this successful and dynamic team. Driver essential. In return you will be offered an attractive salary package.

Please ring Gerald Kay  
on 01 586 9882

### EMERGENCY-ROLE ADVERTISING LIMITED ACCOUNT EXECUTIVE

You've got a couple of years experience - and you're itching for more responsibility with higher pay.

PRODUCTION ASSISTANT/CONTROLLER

Your experience counts for more than your age. But this job demands an energetic person.

FINISHED ARTIST

A robot we don't need. We're looking for a thinking artist, with 2 or 3 years experience.

VISUALISER/DESIGNER

Your skills will enable you to produce outstanding ideas working with a highly professional team.

If one of these jobs appeal to you we'd like to hear from you. Write to: John Wright - don't telephone yet - at the address below, enclosing a full CV.

Regency Court 234 Upper Fifth Street, Central Milton Keynes MK9 2ER.

### JOB HUNTING?

A professionally prepared C.V. dramatically improves your chances.

C.V. Plus  
(Dept. T)  
35 Cornwall Road  
Salisbury  
Wiltshire  
(0722) 21395

### FASHION SALES ASSISTANT

We are looking for a mature sales person to join our small team. Friendly outgoing personality essential. Training will be given.

If this is something for you and you are a dress size 14 plus, ring for an appointment on 01 240 8914.

### COMMERCIAL ASSISTANT

To the General Manager of this newly formed and rapidly expanding UK branch of leading French soft furnishing manufacturer.

Age 24-26. French required - frequent travelling. Work experience: one or two years' in sales/marketing.

An exciting opportunity to test your skills in sales, marketing, distribution and management.

Send application to:  
H Guidon, Ateliers,  
Silver Jubilee Way,  
Haslemere Heathrow Estate,  
Hounslow TW4 6NL.

### FASHION NEWS MAGAZINE

Bright, enthusiastic and articulate graduates are sought by an established fashion news magazine to sell advertising space.

Full training in sales techniques will be provided to the successful applicants, who will receive a basic salary and attractive commission package.

Career progression within our existing sales and management structure is expected for tenacious go-getters.

Phone David Carter now on  
01-380 1558.

### INTRODUCING A NEW AGENCY FOR FASHION AND DESIGN



"PREMIER CREW PERSONNEL" is a brand new agency designed to suit those people wanting a career in fashion.

As a division of CAVENDISH PERSONNEL (est. 12 years) this branch will cater not only for those looking for a 'technical career' but also for administrators and temps who prefer the lively word of 'the rag trade'.

The team of the staff lead by Sharon Ridley, have years of experience in recruitment but more importantly have all worked in the industry themselves, they can therefore help you to decide which direction your career should take.

Come in to our offices at 12 Bolton Street, W1 anytime or ring us on 493 4053 for a chat or to make an appointment.

12 BOLTON STREET, LONDON, W1Y 7PA  
TELEPHONE: 01-493 4053

### TELESALES EXEC £8,000 BASIC PROBABLE £15,000

Top London Communications Company need 6-12 months experience for excellent opportunity dealing with major clients.

Call Rosemary Marshall  
631 3275  
AMA Rec Cons



### LOOKING FOR A CHALLENGING CAREER IN ADVERTISING?

TODAY, Britain's most exciting daily newspaper, has vacancies in the Display Advertisement Sales Department.

You will most likely be a recent graduate and possess the kind of qualities and character to meet our requirements, namely enthusiasm, energy and dedication. There will be ample scope to capitalise on new business opportunities, and full training will be given to equip you to meet the challenge and demands of this very competitive environment.

Ideally you will reside in London or within easy travelling distance to our bright new offices, adjacent to St Katherine's Dock.

A progressive career with Britain's most exciting newspaper group and a generous salary scale await the successful applicants.

If you wish to take the first step towards joining this exciting team, call or write enclosing CV to:

Jeremy Reed  
Advertisement Manager - TODAY  
NEWS GROUP NEWSPAPERS  
200 Gray's Inn Road  
London WC1X 8CZ  
Tel: 01 833 7366

### MARKETING MANAGER

£25,000 + CAR

Rapidly expanding consumer finance house based in central London seeks a professional manager to head up its marketing department and play a major role in directing the company as it moves aggressively forward toward the 1990's.

The successful candidate will spearhead the development of marketing across the total business function. Reporting to the Managing Director, the manager will be expected to take the lead in exploiting opportunities to improve profitability and gain competitive advantage. As well as technically sound the successful candidate must be commercially aware and able to contribute in a fast moving environment.

Candidates, male or female, probably in their late 20's/early 30's, graduate (MBA preferable) and with experience in managing marketing in a changing environment - possibly as No. 2 or through consultancy - must be able to contribute not just as a specialist but also at Board Level.

Please send C.V. in confidence to:

Mrs. L. Betteress  
Personnel Department  
Canada Permanent Funding Limited  
4 Park Place  
LONDON  
SW1A 1LP  
01-493 4488

### MANAGER - MEN'S FASHION

Beverly Hills USA Salary £35,000

Age 35-45. At least 10-15 years' experience. High class fashion shop. Immediate start for right person.

Contact Stuart 01 408 1444

or write with CV to:  
Angel ASB International Recruitment,  
70-71 New Bond St, London W1Y 9DE

### PUBLISHING TRAINEE AD SALES c. £9-12,000

We urgently require dynamic Graduates or Graduate types for 3 of our publishing clients based in London. The position is to sell advertising space on well-established business magazines to both clients and agencies. Full training is given and excellent management prospects offered within this fast moving environment.

For an initial interview contact Fiona O'Brien or Rachelle Tazman between 9am - 5pm. (REG CONS).

01-439 9634

### INTERVIEWER BANKING STAFF RECRUITMENT

Established Bond Street recruitment consultants wish to expand into banking and financial services. An opportunity exists for an ambitious man or woman with experience to help establish and manage this new division. Attractive salary and commission/profit sharing.

Ring (01) 493-8346

### TRAINEE FINANCIAL ADVISORS

Top London Financial Services group require, for immediate start, 25-35 year old individuals to join a progressive team. Substantial remuneration available in return for a positive spirit.

No experience necessary as full training given.

Call the Recruitment Office on 01 491 1414

### TRAINEE BROKERS AGE 27-PLBS £12,000 P.LBS

One of the UK's largest trading companies seeks suitable, energetic individuals for a rewarding business career. No experience necessary as full training is given.

Please John Charles on 01 353 4040

### LA CRÈME DE LA CRÈME

## Airline Executive Secretary with Personnel Potential

Joining a major international airline as Executive Secretary to the UK General Manager, with additional responsibility to the Admin Manager and Admin Supervisor, you will hold their most senior appointment and have your own office in their modern, Central London premises.

Your confident, polite and discreet manner will be vital for greeting clients, taking minutes and a wide variety of PA/Executive duties, 80% of which will be Personnel Administration for which training will be given.

Probably 28-30 years, preferably with airline/travel experience, you should have high standards of presentation and education, perhaps to degree level and have WP and PC experience. Necessary skills include 100wpm shorthand, 60wpm typing and accurate grammar for composing letters.

Salary c.£10,000 p.a. hours 9.00 am to 5.30 pm. 18 days holiday rising to 24 and benefits include bonus, concessionary travel, pension, IFSTL, private health care and sponsored language training.

So if you are career-minded, ring or write in confidence with c.v. to Helen Stephens of Cripps, Sears & Associates Limited, Personnel Management Consultants, International Buildings, 71 Kingsway, London WC2B 6ST. Telephone 01-404 5701.

Cripps, Sears

### Secretarial Opportunity

#### Country Life require a Secretary

We need a bright, experienced, well organised Secretary aged 23+ for our Architectural Department.

The successful applicant will be expected to hold the fort for three regular architectural writers and the photographer, with their correspondence and the planning of their work. Since they are productive and elusive, they need someone who is able and used to working on their own initiative, have good shorthand, ACCURATE typing/spelling and pleasant telephone manner.

Salary approximately £8,000 p.a. Please write with CV to:

Clive Aslet, Architectural Editor,  
COUNTRY LIFE, IPC Magazines Limited,  
Kings Reach Tower, Stamford Street,  
London, SE1 9LS  
We are an equal opportunities employer

magazines

### SVC TELEVISION

Experienced Receptionist required for a leading Post Production Facility House based in Wardour Street.

The successful applicant will work as part of a team of four, will be smart and have outgoing personality.

Salary according to age and experience.  
Telephone Lorraine on 734 1600  
(No agencies)

### PRESTIGE PLUS!

#### YOUNG SH SECRETARIES

£8,000 + BENEFITS

Meet clients on the Senior Executive floor of this prestigious City Merchant Bank. Your outgoing personality, excellent qualifications, skills (SL 80+, WP 50+) and attractive presentation will allow you to be involved at the highest levels. Use your initiative and advancement is certain.

#### YOUNG WP SECRETARIES

£7-£10,500 + BENEFITS

Several City International Banks, including one of the City's most exclusive and elegant Financial Institutions, need Audio and/or WP Secretaries who are well-spoken, well-presented and well-qualified. Your career is guaranteed if you are willing to work hard and learn about the banking world from the best.

#### URGENT! WP TEMPS

£5-7.50 p.h.

CALL 01-588 7287

Or address CV's to Mrs. E. O'Rourke, Secretarial Division, Bell Court House, 11 Blomfield Street, London EC2

### INTERNAL SALES/SECRETARY

We are the London office for a large expanding Norwegian paper company and require an inside sales person to liaise with customers, stock control, secretarial duties. Computer experience preferable. Salary and conditions negotiable.

Apply in writing with CV to Mrs N Moss, Norwegians (UK) Ltd, 24-26 Bedford Row, London WC1R 4HE.



MENT  
KETING MANA  
£25,000 - CAR

INTERVIEW  
BANKING ST  
RECRUITMENT

Executive  
Secretary  
that Potential

LOSIN ROW

01-481 4481

# LA CRÈME DE LA CRÈME

01-481 4481

## CHAIRMAN'S P.A.

Our client, one of the world's most successful service organisations, is seeking a Secretary/PA to their Chairman.

This is a young, dynamic company with a phenomenal growth rate, constantly adding to an already impressive and diverse range of activities.

The successful applicant will have Board level experience, excellent communicative and organisational abilities and enjoy working within a professional, team atmosphere.

Age Indicator: 28-35.

Skills: 100/65

Carrington House, 130 Regent Street, LONDON W1R 5FE. Tel: 01-437 1564

## Silver Service

£14,000-  
£16,000

MacBlain Nash  
WEST END  
Recruitment  
Consultants

## New branch New opportunities

### OPENING

Monday 19th October  
Unit 4,  
Cannon Street Station  
London EC4  
01-929 7959



Who's going to benefit from a new opening?

### TEMPORARIES

Enjoy the freedom and lifestyle that goes with being a Reed Temporary. That means regular work, top rates, free office technology training, an exciting holiday pay scheme and lots of other attractive perks.

### PERMANENTS

Pick a top quality position. The Reed name is highly respected by clients and attracts an excellent selection of jobs. With our extensive network we can go to any lengths to find the right career opportunities for you.

### CANNON STREET

Your area will benefit from having a leading employment agency on hand to offer friendly, professional advice.

**REED**

employment

Don't get into a rut. Get into Reed.

## SANDHURST MARKETING... ...LAUNCHING NEW OPPORTUNITIES IN DOCKLANDS

Change course for a new career - join Sandhurst Marketing, leaders in business systems and equipment sales, when we open our prestigious new purpose-built flagship showroom/business centre - right in the heart of Docklands. To help us chart a successful course through busy waters, we need to appoint enthusiastic, professional individuals to fill the following positions:-

### Business Centre Administrator c£12,000 pa

In addition to providing a full secretarial service to the Director and co-ordinating sales administration, your role will include managing the showroom, greeting visitors, handling sales enquiries and some simple accounts work.

The ability to work on your own initiative whilst under pressure is vital, combined with a smart appearance and the ability to communicate effectively with clients. Good secretarial skills are essential and audio knowledge and experience of managing other staff would be an advantage.

### Secretary c£9,500 pa

You will be providing an efficient secretarial service to our team of sales representatives and engineers, typing general correspondence, reports and proposals.

A good telephone manner, plus typing skills of around 50/60 wpm are needed - shorthand would be an asset but not essential. You'll also be a good organiser, able to cope with a hectic environment.

Both posts carry attractive salaries and a generous range of benefits plus first-class opportunities for career development.

In the first instance please apply in writing with full career details, or telephone for an application form, to: Diane Bright, Sandhurst Marketing plc, Pondale Close, Hornham, West Sussex BN12 4HS. Telephone (0403) 82200. Interviews will be held locally.

**Sandhurst  
Marketing PLC**

## SENIOR EXECUTIVE SECRETARY

Our client, a fast growing publicly listed international investment and management company have established a London office.

Their young, dynamic and highly motivated executive team are seeking a personal assistant to join them.

The successful applicant will possess excellent organising and secretarial skills, the ability to liaise with senior executives and directors from the finance, legal

and business sectors.

In addition to normal secretarial duties other specific tasks will include the recruitment of staff, organising in-house presentations, handling external public relations and administrative projects.

This will appeal to a younger, highly motivated, experienced secretary/assistant and as such the successful applicant will receive a salary of £15,000 plus bonus.

**Carrera**

RECRUITMENT ADVISERS

35 PICCADILLY, LONDON W1V 9PB. TEL: 01-439 3233

## The Law Society CONFERENCE ASSISTANT c £10,000 per annum

If you have good secretarial skills and experience of conference/committee organisation you could be the person we need to join our busy Conference team.

You will be using some shorthand with your secretarial and administrative skills as part of a small team organising meetings, conferences, courses, seminars and dinners for the profession.

We are looking for good oral and written communication skills, a pleasant manner and smart appearance as you will be dealing with members, hotels, speakers, guests, etc.

Self motivation and eagerness to develop your conference organising ability is important. You must be able to cope with pressure and have an eye for detail and accuracy and be prepared for some evening/weekend work.

Experience of Word Processing an advantage but we are willing to offer training as well as the possibility of increasing responsibility for the right candidate.

Starting salary quoted above will depend on experience and can rise to £12,157 per annum on current scale which is reviewed annually.

We offer 25 days holiday, subsidised staff restaurant, pension and season ticket loan schemes.

To apply send a typed CV and covering letter with details of current salary to the Personnel Office, The Law Society, 115 Chancery Lane, London WC2A 1PL.

## MULTILINGUAL SERVICES

### JAPANESE

BILINGUAL SECRETARY with fluent Japanese and able to type in both languages, for newly-created post within well-known City property firm. From £12,000 negotiable.

TRANSLATOR: A full-time post in a busy dealing room, so speed and accuracy are vital. Both English and Japanese need to be of a high standard. Negotiable salary.

### SPANISH

EXECUTIVE SECRETARY - Interesting job with MD of Spanish bank. Plenty of organising and some translating either way. To £11,500 plus banking package.

PA/SECRETARY to Director with Latin American contacts. Perfect English, English shorthand, fluent Spanish. Admin as well as secretarial work. Free restaurant, sports complex. Around £11,500.

01 836 3794

22 Charing Cross Road, London WC2H 0HR

### TOP CITY ASSIGNMENTS

CITY P.A. £14,500 + mortgage  
Deputy Chief Executive, Merchant Bank is recruiting a P.A. who will be 'totally professional', aged 25-30, skills 100/70 and with the personality to match this position.

GERMAN/ENGLISH P.A. £14,500 + mortgage  
Join a prestigious City Bank as bi-lingual P.A. to the Managing Director. Essential skills 100/70 - German 50 a great advantage. Aged 25-35.

PERSONNEL P.A. £12,500 neg + mortgage  
Your personality, skills 100/70 and experience will play a major part in this exciting city post for Personnel Director top American Bank. Aged 24-28. Personnel experience an advantage.

430 1551/2653

DULCIE SIMPSON APPOINTMENTS

## Television £10,000 + Bonus

Entertainment  
If you have just 18 months experience you could be working with this delightful boss, co-ordinating and organising client entertainment at major sporting and social events. You will need a confident friendly personality and good secretarial skills.

On Air  
Can you cope with the pressures of working on a live programme? Working for the editor and production team of this daily programme your initiative, flexibility and tact will be stretched to the limit in an exciting and fast moving department.

Consumer Affairs  
This weekly consumer programme has a vacancy for a secretary interested in producing who will also enjoy dealing with a wide range of people at all levels. You will need to be calm and efficient and have a general interest in consumer affairs.  
Age: 20+ Skills: 100/50

**RECRUITMENT** 5 GARRICK STREET  
COVENT GARDEN  
- COMPANY TEL: 01-831 1220

## Options

MD'S PA  
£15,500 pckge

International W1 company require first class PA/Sec (30+) to assist their MD with business and personal affairs. Involvement with various charities, overseas company visits, arrange social functions and provide total support. (50/50 skills).

## FASHION FLAIR £12,000 + 10% Bonus

Famous fashion group have an opening for a confident and well presented Sec/PA to assist their Chairmen Right Hand. You'll be 23+ have excellent secretarial skills together with Director level experience in order to take on this PR related role. (50/50).

## SECRETARY/PERSONAL ASSISTANT

Required for Managing Director, able to take charge of small Head Office of Property and Building Company in Chelsea. Interesting and varied work. Excellent qualifications and references essential. Salary c£13,500.

Write with full details to: J. A. Barron  
Lodge House, Beaufort Street,  
London SW3 5AJ.

## SECRETARY/PERSONAL ASSISTANT

Required for Managing Director, able to take charge of small Head Office of Property and Building Company in Chelsea. Interesting and varied work. Excellent qualifications and references essential. Salary c£13,500.

Write with full details to: J. A. Barron  
Lodge House, Beaufort Street,  
London SW3 5AJ.

## With us, being a Secretary could be just the beginning...

We are Ind Coope, a highly successful part of the Allied-Lyons group, with over 2,600 pubs throughout the South East.

We are in the process of developing our Finchley headquarters and have a number of outstanding opportunities for talented secretaries to work with our Directors and Senior Managers.

Naturally, you will need to have excellent shorthand, typing and WP skills to good effect. You may be a graduate who has completed secretarial qualifications.

In return we will offer a starting salary of up to £9,400 together with the usual benefits associated with a large progressive company. Perhaps, more importantly, we will provide you with a view of the business which if matched by your ambition and drive could lead to career opportunities in marketing, personnel, or....

So if you feel that you have the qualities we are looking for and would like to join our friendly team, please phone or write to John Reeve, Manpower & Training Manager, Ind Coope Limited, The Brewery, High Street, Romford, Essex. Tel: (0706) 766070.

**IND COOPE LIMITED**

## HIGHLY SKILLED SECRETARIES SHOULD BE HIGHLY PAID

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MANPOWER

## High Flying Admin! £10,500 & benefits

High powered Management Consultancy offers rare front-line admin opportunity for assertive, highly organised individual. You will be responsible for co-ordinating projects, liaising with a team of European researchers and chasing artwork. This high profile support role demands a professional, intelligent and thorough approach. Excellent 'team' atmosphere. Stylish offices. Gliding and occasional champagne 'tastings' abroad! Rusty shorthand? Sound keyboard skills? Call 01-409 1232 for details.

MERRYWEATHER ADVERTISING & SELECTION

**MERRYWEATHER**

## PA TO GROUP FINANCIAL DIRECTOR c£12,500

Dynamic Marketing Services Group based London W6 requires a professional PA. Secretarial and organisational skills are the key to a stimulating, challenging and involving role. Specific industry experience not essential. Age 27-35. Please telephone Carolyn Tanner.

**ARNOLD WORTH  
GROUP**  
01-846 0090 for an interview.  
(No agencies).

## BILINGUAL FRENCH TO £13,000 AAE

PA/Sec for young Vice President of merchant bank City. Busy new position, lively working atmosphere. Age 25-35, skills excellent typing. Please 437 8478 or 734 3768.

133 Oldland Street, Rec. Coxs  
**MILLER MCNISH**  
**SECRETARY/PA**  
Young articulate and versatile secretary required to administer small but growing business based in Chelsea. c£9,500 neg. Please contact Joanna Rushton 01 584 1108/584 1067

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01-481 4481

## LA CRÈME DE LA CRÈME

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## DRAKE PERSONNEL

The People People

## MARKETING

## MEGASTAR

£10,000

Be part of an exciting property project. Marketing Manager and team in large international co. Use your excellent audio and organising skills to the full. Be a key member of that team and benefit from beautiful sports club and gym, subsidised lunches and more.

Call Gill

## WORLD OF

## PRODUCTION

£9,500

Progressive young secretary needed by a leading video production company in the heart of the West End. Reporting to the M.D. you will be encouraged to have total involvement in all aspects of production from organising shoots to typing scripts. S/H, Typing & WP required.

Call Mary Forster on 01-734 0911

## EXHIBITIONISTS

£9,000

Your organisational flair will flourish with this fast moving team of exhibition organisers. Here your desire for constant variety & involvement in a busy environment will be satisfied. Your responsible nature & good typing & S/H will open the door of this well sought after opening.

Call Liz on 01-834 0388

## AMERICAN PIE

£10,500

A tasty position assisting the vice president of marketing and promotions with this well known American Service. Your role will involve delegation of responsibility, high level contact, and the use of your S/H skills. If you have a bright personality, and like working with friendly people.

Call Jackie Mills on 01-623 1226

## JOURNALISM

£10,000 neg

At last, an opportunity for the creative! This professional Co. needs a person who can type well, organise effectively and write originally for a true start in putting pen to paper. Enter the world of Financial Journalism and the spirit of Covent Garden.

Call Nicki Whitehead on 01-831 0666

## RUN THE SHOW

£13,000

Step into the world of property. Based in St. John's Wood you will be in total command of this small but extremely successful company. Be PA to 2 charming directors. Excellent prospects if you have rusty S/H & typing skills.

Call Jo Nicholls on 01-629 4031

## COSMETIC

FLAIR

£12,000

Leave world wide when you join this famous company as they market their full range of products. Assist with translations into French, use your S/H skills to help a dynamic boss who wants you to get involved and use your own initiative.

Call Sharon Kay on 01-221 5072

## USA BUZZ

£10,000

A good time manager is needed to assist the senior Mgt consultant at this busy, up market American organisation. Become part of this busy team dealing with research, regarding salaries, typing and WP skills. Great package includes LVs, TL, & Xmas bonus.

Call Judy Lewis on 01-834 0388

## INTERNATIONAL

MARKETING

£11,000

Use your own initiative and ability to run the office whilst your boss is away in the Middle East involved in business transactions. Learn about marketing projects at confidential levels involving overseas governments concerning projects, staff, salaries and much more. S/H skills needed.

Call Sharon Kay on 01-221 5072

## SPORTS

SPONSORSHIP

£9,500

Join this unique team of very special women and become involved in a highly successful, motivated company. As financial consultants, these dynamic ladies advise celebrities and stars and have many projects on the go! Initially using your secretarial skills your career path is endless.

Call Gushan Sacran on 01-734 0911

## Be seen with the right company

"Experience rich rewards in the financial sector."

## EXECUTIVE SECRETARY

c£13,000 p.a. + subsidised mortgage

Prudential Venture Managers are leading players in the venture capital market, providing risk capital to a diverse range of companies, from start up businesses to management buy-outs. A subsidiary of Prudential Corporation, one of the most progressive and successful financial services groups in the UK, we are about to move to smart new offices in the City and are looking for a highly capable Senior Secretary to join us.

Over and above providing a first class secretarial service for the two Directors of Prudential Venture Managers, you will manage a team of three and supervise all secretarial and clerical activities within the office. You will also be responsible for ensuring the efficient organisation and running of general office facilities and services - from catering and cleaning, to security and supplies. This is an extremely responsible position and will suit someone with a mature outlook who is used to working only to the highest professional standards.

In addition to a first class salary, we also offer an outstanding working environment and an impressive range of benefits that include subsidised mortgage and season ticket loan after a qualifying period, plus an excellent pension and life assurance scheme.

In the first instance, please write with full cv to: Caroline Charnell, PSPM, Prudential Corporation plc, 142 Holborn Bars, London EC1N 2NH.



PRUDENTIAL Venture Managers

## To £12,000

## Publishing

You'll run the office and this means everything from reporting on the sports and social events. As you grow into the job you will have the opportunity to assume more responsibility when the personal manager.

Age 25-40 Skills: 90/80

## To £10,000

## Television

The famous T.V. company has asked us to fill their new opportunities in production, documentaries and publicity. Call us for more information.

Age 21+ Skills: 90/80

200 MEDIA RECRUITMENT CONSULTANTS 01-439 6021

## SCOPE

£14,500

An exciting opportunity has arisen in a well-known US bank as secretary to the Personal Manager. Working with your boss, who is an excellent delegator, your duties will range from full secretarial support through the administration of confidential records, to organising the sports and social events. As you grow into the job you will have the opportunity to assume more responsibility when the personal manager.

This is a superb chance for someone who is determined, enjoys a committed team atmosphere and who is looking for a varied and stimulating job.

Age: 24-35 Skills: 90/80

City Office 726 8491

ANGELA MORTIMER

## PUBLISHING - £13,000 FLUENT GERMAN

Join the new London office of this well-established and expanding international business and information publishing company as Personal Assistant to their Managing Director. Working with this small team, you will be carrying out a variety of duties from liaising with overseas offices, involvement in the recruitment and supervision of junior staff and translating as well as providing full secretarial and administrative support. Computer knowledge, good skills (80/60/audiotape) and immaculate appearance combined with a calm, flexible and positive approach. Age: 26-35. Excellent offices in Camden. Please call 434 4512.

Crone Corkill RECRUITMENT CONSULTANTS

## SECRETARY TO M.D.

Are you working for a top executive but tired of commuting? Are you looking for an exciting job in London which offers the dynamism of a major town based company?

We are a unique management consultancy specialising in providing high-technology information systems for Board Directors. Our clients include multinational corporations and major financial institutions so you must be used to dealing with top level executives in such organisations.

Our young and highly energetic Managing Director needs an excellent Secretary who can organise his very demanding and often impromptu workload and who will help him deal with the needs of a rapidly growing company. It will be unlikely that you will have the necessary experience and skills to make the most of this position unless you are over 25 years, educated to A level and have 3 years experience as a senior secretary. In return we offer excellent remuneration, a young and friendly environment in prestigious modern offices in Kingston-upon-Thames.

If you are interested please send your cv to: Nicola Weyford, Personnel Executive, Metapraxis Ltd, Hanover House, Coombe Road, Kingston-upon-Thames, Surrey KT2 7AH, or ring her on 01-541 1988.

METAPRAXIS

## FILM PRODUCTION

SECRETARY

£10,000

Production Executive of a leading film production company needs an intelligent and versatile secretary (with shorthand/typing) and good all round experience, gained preferably in the film industry or a related field. Please telephone to discuss the interview opportunity in more detail. Age 25-32

01 499 6566

## MUSIC RECEPTIONIST

£5,000

A lively, experienced young receptionist is needed by a successful music production company based in the City. Top level previous experience needed, preferably gained in a non-music industry environment. Good typing (no S/H) the ability to work well as part of a happy, professional team, mainly on own initiative.

Good career opportunity Age 20+

01 499 6566

## DESIGN ADMIN ASSISTANT

£13,000

A highly competent administrative assistant is required by a commercial interior design company based in the City. Top level previous experience needed, preferably gained in a non-design industry environment. Good typing (no S/H) the ability to work well as part of a happy, professional team, mainly on own initiative.

Good career opportunity Age 20+

01 499 6566

## Which Way Now? Salaries to £9,500

Gone are the days of low salary and status.

Gone are the days of a job with lukewarm prospects.

Merryweather can offer you more. We boast one of the widest ranges of career positions in London for recently qualified college leavers and those looking for a first job move.

Are you looking for real prospects, involvement and challenge?

Are you keen to realise your true earnings potential?

Call 01-493 0713 today for a serious introduction to a new career.

MERRYWEATHER ADVERTISING &amp; SELECTION

MERRYWEATHER

## SECRETARY/PA TO COLLEGE PRINCIPAL

Cordwainers Technical College specialises in teaching Footwear & Leathergoods Design Management and Saddlery. Secretary/PA required to provide secretarial support to the College Principal and Senior Administrative Officer. Duties include some taking of committee minutes. The person appointed will have used, or be willing to learn, a computer/word processor. Training will be given. Excellent conditions of service in a small, friendly but busy office. Salary currently under review and the post is pensionable. Please apply in own writing, with a typed CV, to Mr. H.P. Whiteley, Senior Admin. Officer, Cordwainers College, 182 Mare Street, Hackney, E8 3RE.

## Prospects in PR LAUNCHES IN THE DOCKLANDS PRESS CONFERENCES IN THE WEST END

This small but very successful PR Co in trendy Chelsea need an intelligent and lively young PA, 20+, to join their hectic team. Working directly for a young and creative account director, you will be involved at a direct client level dealing with all PR aspects for major and prestigious accounts. With your 50wpm typing and WP skills this is an excellent move into a demanding and stimulating field. £9,500+

Call Leanne for an initial interview 01-379 4164 or 01-379 0344 rec cons

Christopher Keats

## International Secretaries Recruitment Consultants

01-491 7100

## INTERNATIONAL PHOTOGRAPHIC AGENCY

One of the world's leading suppliers of stock photography to the advertising, corporate, poster, travel and calendar markets.

## SECRETARY WITH GOOD GERMAN £11,000

We are an international stock photo agency pleasantly situated near St. John's Wood tube. We seek an efficient and experienced secretary with English shorthand and good German who will enjoy an involvement with our exciting international expansion plans. Ideally we would like word processing experience, but would be willing to train a truly excellent candidate without it. Your CV please to Ann Dick.

tony stone worldwide

28 Finchley Road, St. John's Wood, London NW8 6ES.

## FRESH OPPORTUNITY! £9000-++

Ready to be trained for a new challenge? Join this first class team using your personality to boost your sales & your potential into a new career. If you have 35wpm+ typing, good spelling & plenty of enthusiasm & sparkle then call us. Superb perks and long holidays.

377-6777

Middleton Jeffers

## PROJECT ADMINISTRATOR/SEC

£12,500-£13,000++

25-35. Leading co has a superb opportunity for a Sec with S/H and excellent communication skills. In computer. Plenty of involvement and scope for an intelligent person who can work for their own initiative.

For full details call Theresa Sells on 01 494 5658 (Five Corners)

## PA/OFFICER

£15,000 AAE

Top class administrator needed for two directors of young, expanding, prestigious commercial property company. Excellent communication and organisational skills essential in this fast paced, highly responsible position. Previous property experience desirable but not necessary.

Contact Emily 935 2335

## SALES &amp; MARKETING ASSISTANT

German &amp; French Speaker

£12,500

We are a three year old Joint Venture between a UK and US company, both of whom are leaders in their field. We sell throughout Europe and are now looking for an assistant to help our growing sales effort. You will be involved with the Company's internal functions as well as with our customers. Providing support to the small sales/marketing team will be your prime responsibility and this can lead to occasional travel in Europe. We need someone who can speak and write German and French, as well as English. Although we do have a Secretary, an ability in German shorthand would be an advantage. We are shortly relocating to a new office building in Wood Green. Please telephone Janet Johnson on 01-802 4241.

01-802 4241

## SUPER OPPORTUNITY - BATTERSEA £10,000

Prestigious conservatory company, based in superb riverside location, is looking for the following:

## SALES SECRETARY

We require excellent WP skills and a pleasant, flexible manner. Product knowledge (or a keen desire to learn) necessary, as this position involves plenty of client contact demonstrating our stunning roof-top showrooms. Interesting and varied role - certainly not a 9-5 position.

## RECEPTIONIST

We are looking for someone with charm, confidence and perfect presentation to welcome our clients both on the telephone and at our offices. Ability to operate WP required as this position will also involve maintaining our mailing list.

Interested? Please telephone Sue Sharp on 01 350 1581.

(No Agencies)

## LANGUAGES + PERSONNEL IN US BANK £12,500 + mortgage

Assist the Director of Personnel, raise with Europe and the US. This offers challenge and movement for a well groomed experienced PA. Languages + shorthand essential. Call Monica Wuestner.

## MARKETING PA £11,000

Organise exhibitions and promotions whilst supporting the export Marketing Manager. You'll enjoy client contact and be more than just a secretary. Good shorthand typing required. Call Pamela Price.

STAFF INTRODUCTIONS 01-486 6951

## BLUE CHIP £16,000

Orchestrate the Chairman of a famous name Blue Chip Company's social and business life. You will enjoy a considerable amount of contact with top industrialists and members of government and to should be very socially confident. A solid based level background and 100wpm skills needed.

Please telephone 01-349 3511

Early/flex appointments arranged.

Elizabeth Hunt

Recruitment Consultants 2-3 Bedford Street London WC2



01-481 4481

## LA CRÈME DE LA CRÈME

01-481 4481

## SENIOR SECRETARY

Experienced, lively secretary (25+) required to provide secretarial and administrative support to young ambitious sales team of Investment Managers, EC1. WP/computer experience essential. 'A' level education. Ability to organise and manage own department. Excellent salary £12,000+ negotiable.

Please apply (in own handwriting) with CV to:  
'Secretarial Vacancy',  
CSTC Ltd, 5-9 Hatton Wall,  
London EC1N 8HX.

## THE SELECT FEW

MacBlain Nash is one of the very few highly selective recruitment consultancies who can offer good PA Shorthand Secretaries, with or without WP skills, immediate and continuous senior level temporary assignments at competitive rates of pay.

Telephone now for further details on 439 0601.  
Carrington House, 130 Regent St.,  
LONDON W1 Tel: 01-439 0601  
(Entrance in Regent Place above Iberia Airways)



MacBlain  
NASH  
Temporary  
Secretaries

## SECRETARIAL OPPORTUNITIES

salaries £8,000 - £10,000

We, at the Design Headquarters located in Fulham, are looking for experienced secretaries to join our team of secretarial and administrative staff. The successful applicants will be responsible for wide ranging secretarial and administrative duties for the Mother and Child Department, Home Furnishings Buying Team and Garment Buying Team.

There will be plenty of scope for progression, and as well as good secretarial skills, which should include shorthand, you will need first class interpersonal skills and the willingness to take on varied responsibilities.

If you feel that you would fit into our friendly and relaxed working environment please send your C.V. to:  
Andrea Mills-Thomas, Personnel Manager,  
Laura Ashley Ltd., 27, Bagleys Lane,  
Fulham, London, SW6 2AR, or telephone on 01 736 6700 for more details.

## FOR A SECRETARIAL LIFE IN LEISURE

If you like working in a creative, sometimes unpredictable, always stimulating environment - come and enjoy the current expansion at SARGENT & POTIRIADIS. We are just behind the National Portrait Gallery between Trafalgar Square and Leicester Square.

We are also now the largest architectural practice specialising in leisure, and that means involvement from research studies through design to advising on leisure management so life here is varied as well as hectic. In particular we need:

- ★ PA/Shorthand Secretary for our Engineering Services Division
- ★ PA/Shorthand Secretary for one of our architectural teams
- ★ Part time PA/Shorthand Secretary (hours to be arranged)
- ★ Receptionist/Telephonist

CVs please to: Marion Self or alternatively ring and take part in our open evening on 20th October.  
**Sargent & Potiriadis**  
3-5 Charing Cross Road, London WC2H 0HA.  
Telephone 930 9010

## Demanding Role for Versatile Secretary

c.£10,500

Glaxo Pharmaceuticals is one of the world's most successful healthcare companies. At our modern head office in Greenford we have created a new and demanding role for a highly capable and versatile Secretary.

You will have a dual responsibility. To provide a full secretarial service to a senior manager within the Personnel Division and to step in and cover for the secretaries to the Chairman, Managing Director and the Personnel Director in their absence, amounting to some 75 days per year.

It won't be easy. One week you will be managing and planning a wide variety of secretarial and administrative activities within your own department. The following week you will be working at Board level dealing confidently with a quite different workload as though it were your own. You'll need to be versatile to cope with the confidentiality of your position and the high profile you will enjoy within the company. Sound judgement,

diplomacy and excellent communication skills will help you to meet changing priorities and the varying demands of this role.

The advantages are obvious. Dealing with people at all levels, you will swiftly acquire a broad perspective on all aspects of the company's business. This degree of involvement and exposure will provide you with invaluable experience for future career development.

Probably in your early 20's, you will have a high standard of shorthand and typing skills ideally supported by formal qualifications. Experience of word processing would be an advantage, however, training can be given.

Don't let this excellent opportunity pass you by. Please send your c.v. to Mrs Carolyn Greene, Personnel Manager, Glaxo Pharmaceuticals Ltd., 891-995 Greenford Road, Greenford, Middlesex UB8 0HE or telephone for an application form on 01-422 3434 ext. 2602.

**Glaxo**  
Pharmaceuticals Ltd.

## GRADUATE BILINGUAL SECRETARY

£Neg

Do you speak excellent French and/or German? Our client is looking for an enthusiastic secretary with a good knowledge of as many European languages as possible. This is very much a marketing role and although shorthand skills are not necessary the successful applicant will be well groomed, possess excellent communication skills, flexibility and a sense of humour.

All banking/mortgage benefits are offered and preferred age is early/mid 20's.

For further information please contact Dominique Green.

LONDON BRUSSELS HONG KONG SINGAPORE SYDNEY

**Jonathan Wren**

1st Floor, 100, The Quadrant, London EC4M 6TT.  
Telephone 01-473 1111. Fax 01-473 1111.

## PERSONAL ASSISTANT to Director of Research &amp; Development for National Charity

Approx. £10,000 p.a. plus 6 weeks hol.

This post is classified as a management position in salary, status, and conditions, but requires a range of skills including secretarial. The successful candidate will be a graduate, a first rate administrator and a fast and accurate audio typist. In addition, she will need to have a full driving licence, a desire to take on individual responsibility for specific projects, and be comfortable working in a dynamic environment where pressure can be high and deadlines are tight. Some very basic knowledge of statistics would also be useful. Based in Westminster. Apply in writing with full C.V. to:  
Michael Adams, National Council of Y.M.C.A.,  
640 Forest Road, London E17 3DZ.  
(Closing date Nov. 3)

## BUDDING FX DEALER

To £12,000

Move into the high profile world of currency dealing whilst providing PA support to the Deputy Treasurer of a large food and drink organisation. Learn all the ins and outs of foreign exchange and help raise funds for the company expansion programme. Mid/late 20's. A levels. Shorthand and typing 80/50 wpm.

**LOVE + LATE**  
01 283 0111

## MD'S PA

Experienced and responsible Secretary/PA needed mid November for Managing Director of small financial services company. Interesting and varied work in a small friendly office. Area St James's. Salary negotiable. Please telephone 01 839 5735

## Executive Assistant

The Toronto-Dominion Bank, one of the largest Canadian Banks, has been established in London for over 75 years. We now have an opening for an energetic, well organised person with secretarial skills, to administer our busy bond dealing desk. A high degree of initiative and commitment is necessary, but in return this is a position offering involvement and opportunities for progression.

With a minimum of 4 'O' Levels, including Maths and English, it is essential that you have a knowledge of the IBM PC and word processor.

Our generous range of benefits, a competitive salary, and the challenge of this role help make this a very attractive opportunity. Please send your c.v. to Miss Angela Purton, Human Resources Officer, The Toronto-Dominion Bank, Telford Court, 14-18 Finsbury Square, London EC2A 1DB. No Agency referrals thank you.

**TD TORONTO DOMINION BANK**  
The bank where people make the difference

## ROYMARK LIMITED PA FILM AND VIDEO

ROYMARK LIMITED is a production company working primarily in the field of Corporate and TV programming.

After 5 1/2 years the position of PA to the Managing Director/Producer has become vacant and therefore an opportunity of key importance exists to join the ROYMARK team. The applicant should have:

- fast and accurate shorthand/typing, good secretarial skills with the ability to work under pressure.
- an attractive personality, able to liaise with clients intelligently, maintaining a sense of humour and professionalism.
- the ability to travel in the UK and overseas, often at very short notice.

If you are able to meet these requirements then you would find considerable scope for involvement and have the opportunity to work on your own initiative in a relaxed atmosphere. Production company experience preferable but not essential.

Attractive salary according to age and experience.

Please reply in writing, enclosing a full C.V. to:  
The Good, Managing Director, ROYMARK LIMITED,  
36 Soho Square, London W1P 5DG.

**DIRECTORS' SECRETARIES**

## 2001 SPACE ODYSSEY £13,000

Help create tomorrow's world by assisting the Director of a well-known firm of Architects. With a junior secretary you will coordinate a young lively team, organise a hectic schedule of appointments and cope with dozens of queries. Cool unflappability, 100/60 skills will be needed in a fun, fast-moving environment. Age 23 - 30.

01-629 9323

## EXPERIENCED PA

Required by international marketing consultancy and venture capital company to run small lively Chelsea office. Must be well organised, able to work on own initiative and have WP experience. Salary an advantage. Reply with CV to: Capital Partners International, 250 Kings Road, London SW3 5UE. Tel: 01 351 4899

## TELEVISION SECRETARIES

£10-11,000

Childrens Programmes, Newsroom, Features, Press and Publicity, Documentaries, Personnel, Marketing - fantastic opportunities with major TV Cos. Ex. sec skills - 30 SH Min. Age 21-30.

Call 493 8611

**ALBANY**

A DOMINION ACQUISITION

## PERSONNEL

Graduate college leaver secretary to work as 'right hand' to busy Personnel Head of International Co SW1. You will need 80 SH/40+ typing, be a good organiser and able to deal at all levels. Salary £9,500.

LONDON TOWN STAFF BUREAU 01 836 1994.

## DIRECTORS' SECRETARIES

£15,000

CHELSEA, CHISWICK OR ACTON - YOUR CHOICE

Three good secretaries - one with German - are needed by three Managing Directors located above.

Two manufacturing businesses whilst the third is in management consultancy. Each requires the same high calibre person who can spice their personality to their skills thus making a valuable contribution to the day-to-day performances of their companies. Age 23 - 35.

01-629 9323

## media MEDIA &amp; ADVERTISING

NEW FRONTIERS

£13,000

Our client, an international agency on good marketing conditions is looking for a new secretary at agency. He needs a true P.A. who will take the challenge of a new territory and who will be the support behind his driving forces. You will help him maintain his world-wide high profile by drafting speeches, organising his travel schedule and handling his day-to-day correspondence in an American style publication.

If you are a young, energetic woman with excellent written and spoken English, your career will be very well advanced in the salary package. Please send your cv to the above address.

65 young and WP experience. 01-629 0139 RECRUITMENT CONSULTANTS

## Architectural Elegance

£12,000 + benefits

Stylish, highly-qualified Architects seeks intelligent, mature and socially poised individual to work alongside their charismatic Managing Director in full PA role. Working on a one-to-one basis, the depth of your responsibility will include all diary appointments, travel arrangements and office administration as well as senior level liaison with property VIPs. Energy, enthusiasm and an organised mind essential. Good keyboard skills requested. For further details please call 01-409 1232

Recruitment Consultants to the Communications Industry

**THE WORK SHOP**

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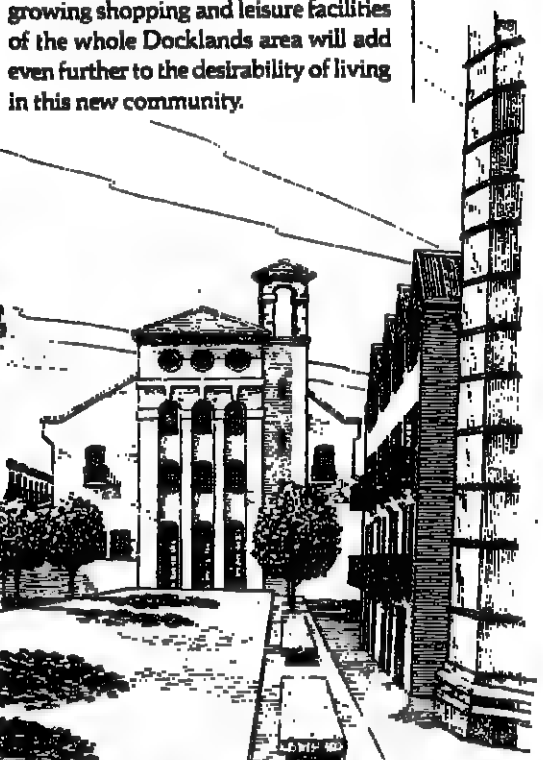
At the very heart of Burrells Wharf, overlooking the central square, stands the nineteenth century Plate House, soon to become an exclusive leisure complex comprising an indoor swimming pool, sauna, fully equipped gymnasium, a community room for residents and their guests, and a terrace wine bar.

The Plate House gallery will house craftsmen and women giving Burrells Wharf its creative energy. Shops and business facilities



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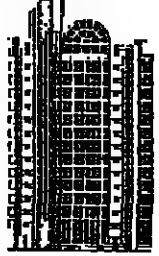
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## Suffragettes' target for sale

Redlynch Park is an historic country house at Bruton, Somerset, which is now entering a new phase of its life, converted into flats and a maisonette. It dates from 1740, built on the estate founded earlier by Sir Stephen Fox, Paymaster to Charles II, and remained in the Fox family until 1912. The house was set on fire by the Suffragettes in 1914, and a Lutyns wing completely destroyed, but it was restored, and more recently was a girls' finishing school. The flats and maisonettes in the main house have been sold, and Humberts' Shaftesbury and London offices is selling flats in the former coach house. It has eight flats, each with one or two reception rooms and two or three bedrooms, and the owners will have full use of the facilities in the grounds of 20 acres, which include a summer house, swimming pool and tennis court. Estimates range from £95,000 to £130,000.

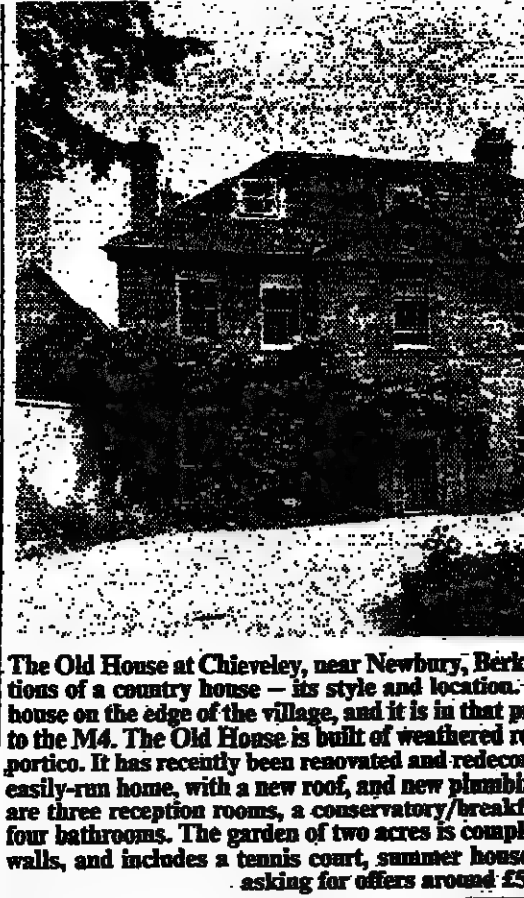
Manor Cottage at Brookwood, Surrey, is a fine period cottage dating back to 1530 and meticulously restored. It stands in three acres, with a staff cottage and various outbuildings, and the main house contains old ships' timbers. It has three reception rooms and a conservatory, a main bedroom suite and three further bedrooms. Walter Eggar's Guildford office is asking around £250,000.

Behind the front door of a maisonette in a late Victorian mansion block in Sloane Square is an apartment which has been totally refurbished by the artist Jo Eastwood and her husband, using materials from all over the world. The entrance hall has an Italian ceramic tiled floor, and the spacious reception room is on two levels, reflecting a Japanese influence, using natural oak. The paneled dining room was built to specification by craftsmen in Germany and placed together at the apartment, and the master bedroom has a hand carved fireplace.

This stylish apartment is for sale at £495,000 through Black Horse Agencies, Gascoigne-Peels in Lower Sloane Street.

The Coach House, in Castelnau, Barnes, south-west London, is one of the more unusual properties in the area, with a large reception room paneled on both walls and ceiling. At present arranged for one person, it has three reception rooms and one bedroom, and there is a 100-foot garden at the back. Sturges' Barnes office is asking £225,000.

Woodford Rise near Kettering, Northamptonshire, is a 17th century listed village house which was owned in the 1920s by W. Carey Wilson, a founder member of the Council for the Preservation of Rural England. It was at this time that the house was restored and extended in its original style. The house, with a heated swimming pool and period outbuildings in the gardens, has four reception rooms, five bedrooms and two bathrooms. Jackson-Stops and Staff's Northampton office is asking for offers around £275,000.



The Old House at Chieveley, near Newbury, Berkshire, has the two great attractions of a country house - its style and location. It is a fine listed Queen Anne house on the edge of the village, and it is in that prime area for commuters, close to the M4. The Old House is built of weathered red brick and has an impressive portico. It has recently been renovated and redecorated to provide an elegant and easily-run home, with a new roof, and new plumbing and heating systems. There are three reception rooms, a conservatory/breakfast room, eight bedrooms and four bathrooms. The garden of two acres is completely enclosed, mainly by high walls, and includes a tennis court, summer house and small lake. Lane Fox is asking for offers around £500,000.

## Supply and demand

By Christopher Warman  
Property Correspondent

Two new apartment blocks in London, one in Chelsea and the other overlooking Regent's Park, demonstrate both the different approaches to the challenge of providing homes in the expensive and central part of the capital, and the apparently insatiable demand for them.

One is an entirely new development, and the other is an old building in new cladding.

Number 355, Kings Road, Chelsea, is a former council block, built in 1969 and clad in brick. Sold to the private sector, it has now been transformed into 50 apartments by Ideal Homes London, part of the Trafalgar House Group.

The transformation is clearly visible from the outside, for the bricks were not totally resistant to water penetration, and Ideal's solution was to envelop the building in polyester-coated aluminium panels. Thus the building is cocooned, and a feature of the new cladding is a full height atrium for the 14 storeys, which is landscaped inside, with plants cascading three floors at a time, and is designed to look like "gardens in the sky" from the street outside. Some of the apartments on the upper floors have terraces and balconies.

There are one, two and three bedroom apartments, fully fitted, and three duplex penthouse apartments which have been finished in shell form to allow the owners

a say in the final detail. They have not yet been priced, but the apartments range in price from £120,000 for one bedroom to over £300,000 for three bedrooms, and are available through Farrar, Sted and Glyn.

Beverley House, in Park Road, Regent's Park, is a new development which was launched on to the market, on a pre-purchase basis, in June 1986, when the site was still a hole in the ground. It attracted a great deal of interest from international property buyers, partly because of the fine views over the park, and the agents Hampton and Sons report that 38 of the 50 flats then released were under offer within six weeks.

Now the final phase, consisting of 14 apartments and two penthouses, has been released, of which three have been sold. The remaining apartments range from £330,000 to £750,000, with car parking spaces available for an additional £10,000 - a bargain compared with the £30,000 paid for a parking space in Hampstead recently.

Developers seem intent on outdoing their rivals in the size and prestige of the penthouses they offer on the top floors of their buildings, and the two on offer at £1,750,000 each (which includes two parking spaces) certainly do their best. With grand views over the park, each occupies two floors and covers some 6,000 square feet, with a principal reception room 35 feet wide and windows and balconies on three sides.

They have been designed by American-based architect C.R.S.

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Mick Cleary traces one man's journey into the unknown world of a new code

## Holmes discovers the going was never meant to be easy

The typical agony aunt is not usually 6ft 11in tall and 14½st of raw muscle. But then, Terry Holmes never was the typical agony aunt. In recent weeks the fat cheque-books that lured Holmes to Bradford Northern have been dangling more tantalizingly than ever in front of other potential recruits from the Valleys.

Some, such as Stuart Evans, formerly of Neath and now of St Helens, made it all the way and banked their cheques; others, such as David Bishop, of Pontypool, did not. Inevitably, as a man who made the transition successfully, Holmes is constantly approached for advice. "I tell them that if they want to come they have to come lock, stock and barrel. It's no use just taking the money for 80 minutes of hard labour. To make a success of it you have to integrate yourself totally."

Holmes's first attempt at integration lasted precisely 14 minutes. The place was the Stadium Road ground, Swinton, the date Sunday December 8, 1985, and the occasion, Holmes's baptism in Rugby League, having signed for Bradford Northern for £80,000 five days earlier.

It took two years to entice him north. Holmes was forced to leave the field, clutching his shoulder, acutely aware that the world and his wife were watching. "Told you so. Always knew he was a physical liability. Bradford has been taken for a ride."

It had taken Northern two years of persistence to entice one of Rugby Union's greatest players north: seemingly it had taken less than a quarter of an hour to lose him. When an A-team match at Batley six weeks later followed the same script as his maiden performance, everyone prepared to write the sporting obituary of Terry Holmes.

In it they would have recalled Holmes's awesome presence on the rugby field, which began with his home debut at Cardiff, when he was 16; how, at 21, he replaced the irreplaceable when he succeeded Gareth Edwards in the Welsh team. Garbled back row men would sheepishly admit how they used to pack down at a defending five metre scrum, fingers crossed, praying that Holmes would not be coming down their side.

The record books would testify to his scoring prowess: 123 tries in 195 games for Cardiff and nine tries in 25 international appearances, five of them as captain.

The obituarist never had a chance, really. Holmes was determined to prove the



Sunny prospect: Holmes feels at home now in the League (Photograph: Barry Wilkinson)

scenics wrong. The motives for fighting on were born out of his working-class upbringing: a fierce sense of pride, a desire to achieve, and a touch of, if untempered, loyalty to one's employers.

"I said at the beginning of the three-year contract that I intended seeing it out. I wasn't going to let people down just like that. Besides, it is a job, and if you jacked in a business every time you hit a snag, then you'd never make good."

It is still too soon to gauge whether Holmes has, or indeed will, make good. He has only had one season's apprenticeship and that truncated by a knee operation. "Just vacuuming out some of the rubbish," he says blithely. It has been a year though which he has his relished, adapting to a new sport in a new environment.

"There was a lot to learn: repositioning after tackles, much straighter running, far more head-on tackling, (I've quite taken to shoulder pads) and constantly being alert during the course of a match."

## CYCLING

## French accent on speed

By Peter Bryan

Malcolm Elliott, winner of this year's Milk Race and three stages in the Nissan Classic in Ireland, which finished last week, flew to Australia yesterday for his last race with two of his ANC-Halfords team, Graham Jones and Steve Jones, before joining the French-based squad, Fagor.

The three, supported by an unsponsored French professional, Philippe Laurent, compete in the nine-day Tour du Sud, which starts in Melbourne on Saturday. Elliott won the event in 1985 and finished third last year.

His sprinting strength, ev-

ident in the Nissan race when he repeatedly beat Sean Kelly, will be exploited by Fagor next year in both the one-day classics and the early season stage races in France and Spain.

Fagor's even bigger catch is Stephen Roche, the Irish world champion and winner this year of the Tour of Italy and France.

Roche, like Elliott, will join the team in mid-January for at least a fortnight's training in Spain, where a familiar face will be that of Sean Yates, the Sussex rider who won a stage in the Nissan and has been in Fagor colours this year.

## MOTOR SPORT

## Bell moves to rallying

By Andrew Longmore

Derek Bell, Britain's former world sports car champion, will drive a Vauxhall Astra GT in the RAC Lombard Rally next month. It will be Bell's first major rally, and he will tackle it after competing in just two other rallies — a club event 10 years ago and the Cambrian Rally in Wales this weekend.

"I'll be as green as grass," the twice world champion and five-times winner of Le Mans said at the unveiling of his car yesterday. "But I have always wanted to do a major rally and though people warned me that the Lombard was not a good place for a beginner, Vauxhall offered me a drive."

Bell, aged 44, and Mike Nicholson, his co-driver, will be part of a six-car Vauxhall-Opel entry in the Lombard, which also includes the British drivers, Malcolm Wilson, Andrew Wood and David Metcalfe.

## ENCOURAGING STAYERS TO ENSURE BALANCE OF RACING

## Breeder's must not yield to fashion

JOHN HISLOP, the noted journalist and historian, discusses the implications of changing patterns in modern racing

Influences of speed and stamina created a sound balance in the breed: the via media has always proved a successful precept in all aspects of English life.

Between the two wars, the Ascot Gold Cup drew horses of the highest calibre, even Derby winners, the last of these to win the Gold Cup being Ocean Swell as a four-year-old in 1945.

From then on a gradual transition has occurred. First, the Derby no longer stands alone above races at a mile and a half for three-year-olds; both the Irish Derby and the French equivalent, the Prix du Jockey Club, are comparable prizes.

Second, the lack of enthusiasm of owners and breeders for stayers has downgraded the runners in the Ascot Gold Cup. This is due to the international trend of devaluing long-distance races and shortening them, the most notable example being the Grand Prix de Paris.

One of the chief attractions of English racing is its variety, including tests at all distances, which appeals to the public and benefits the breed.

The main target for two-year-olds in the second half of the season, rather than the seven-furlong Dewhurst Stakes a fortnight later and now the preferred choice.

This goes against Darwin's principle and does not allow horses training off towards the end of the year, when a candidate for Dewhurst may have passed his best, particularly in an early autumn.

Since a true classic contender must have the speed to win at six furlongs as a two-year-old, there is no point in racing him or her further at this stage.

It is a fact that the champion sprinter is not necessarily the fastest horse in training, as the latter may be running in the classics or other races at longer distances — the fastest horse this late Tommy Weston over rode was the St Leger winner Fairway.

Many years ago an experienced and successful owner-breeder remarked to me: "In racing and breeding, take a look around at what everyone else is doing and do the opposite."

There is wisdom in this philosophy. The Turf is an area of fierce competition and to "follow the table" is in itself costly and can lead to mediocrity rather than superiority.

The older order changeth, but not always for the better. While support for stayers must not lapse, there is a case for the Champagne Stakes at Doncaster reverting to six furlongs and fashion moving from the Dewhurst back to the Middle Park.

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# England's descent into disorder

From John Woodcock  
Cricketer Correspondent  
Rawalpindi

With a succession of errors so elementary that a coit side might have been ashamed of them, England presented Pakistan with victory by 18 runs in the World Cup here yesterday. Needing 240 to win in their 50 overs, they first got themselves behind the clock, although Pakistan were without Imran's bowling, let alone his presence, and then threw away their wickets with reckless abandon.

England should by now be needing only to beat Sri Lanka twice to be virtually assured of a place in the semi-finals. Instead, they have fallen behind Pakistan, who are good front runners, and been caught up by West Indies.

Yet it was not the loss of yesterday's match so much as the way it happened which was so galling. England had done well enough in the field and for their first wicket Gooch and Broad made 52 in 14 overs, a partnership which left Pakistan there for the slaughter.

With Imran off the field (he had begun the day suffering from what is more commonly an Englishman's complaint in these parts and was then hit on the knee while batting), Pakistan were going to have to conjure 10 overs from their part-time bowlers.

The crowd, a capacity 17,000, had fallen silent in their support of the home team. Imran was reduced even to sending a message out to Miandad, acting in his stead, advising him to bring Gooch into the attack forthwith. Miandad had obeyed and Gooch was immediately bowled by Qadir's quicker ball.

Rather than Gatting choosing this as the moment to come in himself, Robinson walked out as though going to the gallows, fully helmeted, although it was the flattest of pitches and the fastest bowler he faced in the 21 overs it took him to make 33 was military

## World Cup tables

Group A	P	W	L	Pts	Rate
Australia	2	2	0	4	5.00
New Zealand	1	1	1	2	4.50
India	1	0	1	0	5.30
Zimbabwe	2	0	2	0	4.00

REMAINING MATCHES (India): Today (Rawalpindi) India v New Zealand; Oct 17 (Bombay): India v Zimbabwe; Oct 18 (Indore): Australia v New Zealand; Oct 22 (Delhi): India v Australia; Oct 23 (Calcutta): New Zealand v Zimbabwe; Oct 25 (Ahmedabad): India v Zimbabwe; Oct 27 (Chandigarh): Australia v New Zealand; Oct 28 (Lucknow): Australia v Zimbabwe; Oct 31 (Mumbai): India v New Zealand.

Top two teams qualify for semi-finals.

Group B	P	W	L	Pts	Rate
Pakistan	2	2	0	4	5.00
West Indies	1	1	1	2	4.50
England	1	0	1	0	4.75
Sri Lanka	2	0	2	0	4.25

REMAINING MATCHES (Pakistan): Today (Rawalpindi) Pakistan v West Indies; Oct 17 (Peshawar): England v Sri Lanka; Oct 20 (Karachi): Pakistan v England; Oct 21 (Karachi): India v Sri Lanka; Oct 25 (Faisalabad): Pakistan v Sri Lanka; Oct 28 (Lahore): India v West Indies; Oct 30 (Karachi): Pakistan v Sri Lanka; Oct 30 (Karachi): Pakistan v West Indies.

Top two teams qualify for semi-finals.

SEMI-FINALS: New 4 (Lahore): Winners Group B v Runners-up Group A; Nov 5 (Bombay): Winners Group A v Runners-up Group B.

FINAL: Nov 10, Calcutta.

medium. When, off the last ball of the 25th over, Broad was bowled by what to him was a leg break, England still needed 148.

Salim Malik and Mansoor Akhtar, Pakistan's two make-shift bowlers, were about to get away with 45 runs from their 10 overs. But England should still have gone on to win once Robinson had been bowled, having a swing at Qadir, and Lamb had joined Gatting. Robinson was out to the fourth ball of the 35th over. When the 43rd over began England's target was down to 54 with seven wickets left. Gatting was 43 and looking to have the measure of the situation.

In the event, the rest was too awful for words. Gatting, making a lot of room to hit Salim Jaffer past cover point, was bowled. Poor Gatting, he carries half the batting and will have been disappointed with the stroke.

The next blunder was to send in Pringle, who hit

everything either to mid-on or mid-off and is like a London bus between the wickets - all right once he has got under way. In five overs he made eight runs off 14 balls besides sharing in the running out of Emburey and then running out himself.

The decisive over was the 47th. England were 206 for four when it started (Lamb 30, Pringle seven) and 211 for seven when it finished (Pringle seven, DeFreitas nought). It had taken seven of the Pakistan side to decide who should bowl it.

Qadir had one over left and the vote went to him. It led to his being made man of the match. He had Lamb leg-before, sweeping, and Downton caught at the wicket off a skier and between those two wickets Emburey was run out.

Having been stung on the knee by a wasp, Qadir had been dashing backwards and forwards to the pavilion and he was most of the way there again, thinking that he had bowled the last ball of his last over when, in fact, he had one still left.

This was typical of the confusion that reigned. Pakistan no more knew what to do next than England did. They became liable for a fine under the rules of the competition when three hours 35 minutes was still in its 49th over. But no one seemed to mind, nor I think, should they have done.

In effecting their remarkable escape, Pakistan deserved just a little licence. It was in the 49th over that they won, a second brilliant throw from long leg by Wasim Akram accounting for Foster and Small then falling leg-before.

Gatting had won the toss and the difference between England's bowling now and against West Indies last week was that Emburey was 29 runs more expensive and Pringle 29 runs less so. This was partly because Emburey was entrusted with the last over, which cost 15. Foster, who bowled it last time, having finished his 10 overs quite early in the piece for fear of a strained knee stiffening up.

Salim Malik and Miandad had added 61 for the third wicket and were beginning to branch out with 20 overs left when Caffer, the only Australian umpire on the panel, gave Miandad leg-before to DeFreitas. Miandad was aiming to leg and it looked neither plumb out nor palpably not out.

Miandad, though, was keen to dispute the decision, not least with the England side as they closed in to congratulate DeFreitas. Never one to miss the opportunity of a slanging match, he spent some time arguing the toss before being calmed down by Salim Malik, his partner, and ushered away to the pavilion by Athey, who was substituting for Lamb.

I am not saying that, as Miandad turned on them, the England players failed to coin some choice phrases of their own. But the main responsibility for what happened was Miandad's and it was a lamentable blunder.



Feeling the sting of Qadir: Lamb leg-before to the Pakistan bowler who, despite being stung by a wasp, was man of the match

## Fate smiles again on edgy Border

From Alan Lee, Madras

Allan Border has every reason to believe the fates smile on him in Madras. Twice before, at Test level, he has made centuries here after being dropped on nought; yesterday, even as Zimbabwe were treading on exposed Australian nerves, he was allowed a life when he had scored only one.

It was all that was needed to restore a crumbling class barrier. Border, as edgy as anyone, did not give another chance until 20 for two had become 133 for two. Thereafter, this was a patient mismatch, on a pitch too slow and too low to be ideal.

The Zimbabweans bowled competently, at times admirably, and in the field they were every bit as good as their reputations hinted. When set to chase 235, however, they did not get in a single blow. It might have been so different but for that moment when Border returned a straightforward chance to Malcolm Jarvis, who had never previously played at this level. Jarvis, mortified, put it down.

Boon and Jones had gone early as Curran settled into a miserly line. Border and Marsh went in quick succession after their stand of 113, and with O'Donnell failing,

Zimbabwe brightened again before Waugh took 45 off 37 balls and matched back the initiative.

McDermott and Reid permitted no freedom to the openers, and May, in his international debut, dismissed Houghton with his seventh delivery; only Curran looked dangerous, and remotely dangerous.

AUSTRALIA

G R Marsh c Curran b Shah 62  
D C Boon c Houghton b Curran 22  
D M Jones run out 45  
A R Border c Shah b Butchart 67  
S R Waugh run out 45  
P L O'Donnell run out 17  
G C Dyer c Patterson b Butchart 27  
P L Taylor not out 17  
G C McDermott c Brown b Curran 1  
T B A May run out 1  
Extras (b 4) 26  
Total (42.4 overs) 235

B A Field did not bat.  
FALL OF WICKETS: 1-10, 2-20, 3-138, 4-143, 5-155, 6-222, 7-228, 8-230, 9-235, 10-240.  
BOWLING: Curran 5-29-0, Jarvis 10-40-0, Reardon 5-38-0, Butchart 10-1-59-2, Trause 10-36-0, Shah 5-0-32-1.

ZIMBABWE

R D Brown b O'Donnell 3  
G A Patterson run out 16  
D P Houghton c O'Donnell b May 11  
A J Pycroft run out 1  
K M Curran b O'Donnell 30  
A C Wheller c May b Marsh 45  
A H Shah b McDermott 2  
P W E Reardon b Field 15  
P R Stuart c Jones b O'Donnell 6  
M P Jarvis not out 6  
Extras (b 2, b 3, w 1) 1  
Total (42.4 overs) 133

FALL OF WICKETS: 1-13, 2-27, 3-41, 4-44, 5-78, 6-97, 7-97, 8-124, 9-137.  
BOWLING: McDermott 7-1-23-1, Field 7-1-21-1, O'Donnell 8-4-39-4, Waugh 6-3-7-0, May 5-0-29-2, Taylor 5-0-25-0.  
Umpires: D R Shepherd (Eng) and Kishor Hayat (Pak).

## Richards hits 181 in W Indies record

Karachi (Reuters) - Viv Richards

plundered a record 181 as West Indies defeated Sri Lanka by 191 runs in the World Cup group B match yesterday. Richards scored more than half his side's World Cup record total of 360 in their 50 overs. In reply, Sri Lanka, after a game start, accepted that the target was beyond them and plodded doggedly on to 169 for four.

Richards's score was the highest individual innings in World Cup history, beating Kapil Dev's 175 not out four years ago. Richards made his runs from a mere 125 balls with six sixes and 16 fours in a display of belligerence that overshadowed a fine 105, his ninth century in one-day internationals, by Haynes.

The West Indies total surpassed the 338 for five off 60 overs by Pakistan, also against Sri Lanka, in a World Cup match in 1983.

West Indies had earlier been on 45 for two and Ratnayake was on a hat-trick, bowling to Richards. Off the previous two balls Best played on for 18 and Richardson was caught behind without scoring. Sri Lanka had to wait for another 182 runs for their next success. Richards, then joined by Logie, shared in a stand of 116 in only 58 minutes. The West

Indian captain was finally out trying to hit de Mel out of the stadium, caught by Mahanama.

Sri Lanka set off to climb the mountain of runs as if they meant to get them. Mahanama, who scored 86 against Pakistan last Thursday, and Kuruppu hit 24 off the first two overs. Then Mahanama was caught behind off Walsh for 12 and Patterson had Kuruppu leg before for 14 and the spark of resistance died.

WEST INDIES

C L Hooper, 19 J Dujon, W M Benjamin, C A Walsh and B P Patterson did not bat.  
FALL OF WICKETS: 1-45, 2-45, 3-227, 4-343.  
BOWLING: John 10-48-0, Ratnayake 8-38-2, Anura 10-35-0, de Mel 10-37-1, de Silva 6-35-0, Ratnayake 2-18-0, Gurusinha 4-43-1.

SL SRI LANKA

R S Mahanama c Dujon b Walsh 12  
D S P Kuruppu b Patterson 14  
P A de Silva c Hooper b Patterson 56  
P A de Silva c Dujon b Hooper 56  
A Ratnayake not out 86  
L R D Mendis not out 5  
Extras (b 1, b 2, w 4) 9  
Total (44.4 overs) 169

FALL OF WICKETS: 1-45, 2-45, 3-227, 4-343.  
BOWLING: Patterson 7-0-32-1, Walsh 7-2-31-1, Hooper 10-2-15-0, Benjamin 4-0-11-0, Hooper 10-35-0, Ratnayake 8-0-22-0, Patterson 4-0-24-0.  
Umpires: V K Ramaswamy (Indie) and S J Woodward (NZ).

## Wembley shoots from new angle

By Ian Stafford

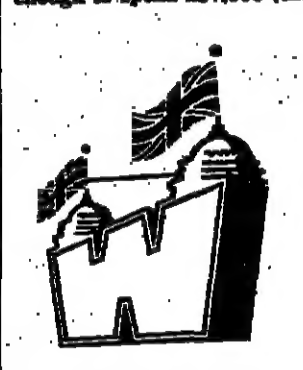
"You should allow 90 minutes to roast Turkey," says independent radio advertising in the novel format of a recipe for England's European Championship qualifying match at Wembley tonight. But, with just 16,000 tickets sold by the eve of England's crucial game against Turkey, one could question whether the Football Association and Wembley have spent wisely in investing £50,000 on advertising the occasion. Everything, however, is believed to be in hand.

The advertising agency concerned with the big sell, however, allows two months to make sure they produce a winning recipe to entice a substantial crowd through Wembley's turnstiles. "We are very hopeful that we will break the walk-up record at Wembley," David Griffiths, Wembley Stadium's general manager, said yesterday.

By that he means that more than 35,000 people, the walk-up figure for the Brazil match last May, are expected to buy tickets on the gate. "Bobby Robson has made it clear that a large crowd lifts his players and we think his appeal will work," Griffiths added. "A crowd of 50,000 should be here but anything above that figure will be a bonus."

The expected 50,000 was worked out in August when a marketing executive from Wembley, Ted Croker, the FA secretary and Glen Kirton, the Press and marketing officer, and Martin Kirsch, the advertising agency, D'Arcy Masius Benton and Bowles, outlined their strategy. The plan, according to Kirsch, was "aimed at getting as many bums on seats as possible."

This is a relatively new but important aspect to any international football match played at Wembley. The concept of employing an advertising agency to sell football is still only just over two years old, but the FA takes it seriously enough to spend £37,000 (the



remaining £13,000 out of the £50,000 budget is provided by Wembley) to ensure that sizeable crowds are produced. "The fact that we got 92,000 people to watch the Brazil match when it was televised live shows that our advertising push is a successful venture," Kirton confirmed.

The Brazil match launched DMB & B's debut as Wembley's salesman and indicated a different approach to marketing that can be seen by the recipe to "roast a Turkey, by adding a little bit of Sanson and a blend of Robson." The theme for the Brazil showpiece was a football inside two interlocking circles with the logo "England versus Brazil - can we do it again?"

The Brazil net idea did not amuse the South American visitors. "The Brazilians thought the advertisement was aggressive," Kirsch, the 34-year-old account director for DMB & B, admitted. "But when it was explained to them that it was an indication of the English sense of humour, they then saw the funny side."

What Turkey thinks of the pre-match advertisements is yet to be discovered, but so far as Kirsch is concerned, his agency have come up with the right ingredients. Since taking over Wembley's account from the Harrison agency for the Brazil match, everyone concerned is delighted with the results.

"Other advertising agencies have always treated football supporters as morons but we like to appeal to the typical English supporter's sense of humour," Kirsch, a self-confessed "yippie" who has gatecrashed the terraces of Tottenham Hotspur. "The other agencies' main problem was that none of them were in love with football so they could not possibly understand the terrace wit."

"For as an international football match at Wembley is almost the perfect product to sell. Advertising entertainment in general has blown up in the last three years because of dwindling crowds and we need to sell a football game like a show. It is a fantastic opportunity for creative work."

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Security Pen.

Mark your previous possessions with the Borel  
pen's special ink which can only be seen under ultra  
violet light. It's yours free, simply for requesting a  
no-obligation quotation.

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Renewal month (if applicable)

Are you over 60? YES/NO

Mr/Ms/Miss  (PLEASE USE BLOCK CAPITALS)

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Phone No./Day  (Home)

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Applications are subject to acceptance by the  
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## Nicholas looks set for Toulon

By Dennis Signy

Charlie Nicholas, the erstwhile Newcastle Arsenal's North Bank, looks set to join the exodus of British players abroad in the next 24 hours by signing for Toulon, the French first division club.

While Nicholas trained yesterday, Ken Friar, Arsenal's managing director, and Jerome Anderson, the player's agent, both confirmed that negotiations were at an advanced stage. Friar has been to the South of France to discuss a deal that should result in Arsenal recouping most of their £750,000 outlay to Celtic for the Scottish international in the summer of 1983.

Although Nicholas signed a new one-year contract at Highbury in the close season, he was dropped by the manager, George Graham, after the 2-0 defeat at Queen's Park Rangers in the third game of the season on August 22 and has since languished in the reserves. In his absence Arsenal have won eight games, the last seven without conceding a goal, drawn one and risen to third in the first division.

With Perry Groves, the hard-running youngster wearing Nicholas's No. 10 shirt - he was Graham's first signing for the Gunners, a modest £70,000 investment from Colchester - Arsenal must now regard the Scot as expendable.

Toulon have obviously noted the success of the Scottish players, Maurice Johnston, at Nantes, and Eric Black, at Metz, while the England international, Glenn Hoddle and Mark Hateley, have helped take Monaco to the top of their league. If Nicholas does sign, his first game for Toulon will be at Lille on Saturday.

## Webb's graft ousts Hoddle's art

By Stuart Jones  
Football Correspondent

Neil Webb has become the thirteenth Englishman to be chosen by Bobby Robson to line up in midfield. The figure might be considered ominous but even the superstitious cannot ignore two other statistics which suggest that neither he nor his colleagues will require any luck at Wembley tonight.

Of all the 32 nations in the European Championship qualifying competition, only one has yet to concede a goal. That is England. Only one has yet to score a goal. That is Turkey. No deep analysis is necessary to see that once Robson's side takes the lead, victory should be inevitable. Robson has, therefore, selected his most attacking formation with Barnes manoeuvring down the left flank and Steven acting as Waddle's understudy on the right. Against the West Germans last month, the same design proved to be disastrous.

Other previews, page 47

generously, and potentially humiliatingly, thin. Hence the introduction of the 24-year-old Webb.

"He is an all-purpose player," Robson said yesterday. "He can graft, a job which is particularly important with the two men out wide, he can work with Bryan Robson and he can score goals." Hoddle's substitute in Düsseldorf, he has now taken his place and perhaps more than temporarily.

Hoddle has been the most consistent member of the national team apart from Sanson over the last two years but his international career may have been buried by the Germans. England's manager suggested otherwise but to have said anything less would have been construed as dishonourable.

"I had a long talk with him to explain why I was leaving him out. I owed him that. He has had an extended run and no one appreciates his talent more than me. He is one of our best and most skilful players and this is not the end of him. He still has an important part to play in our attempt to qualify and in the finals should we get there."

SPORT IN BRIEF

Officer Davies out

Steve Davies, the South Wales Police hooker, has withdrawn from the Wales B team to meet France B on Saturday, because of an ear infection.

lan Watkins, of Ebbw Vale, three times a Barbarian, takes over, Mark Jones, the Neath lock, is doubtful with flu, and David Young, of Swansea, a tight-head prop, is another casualty after having five stitches in an ear following last weekend's game against Llanelli, although he hopes to be fit.

Butcher signs

lan Butcher, aged 25, the Leicestershire opening batsman, is to play for Gloucestershire next season after asking for a move in July. He twice scored 1,000 runs, and his best season was 1984, when he scored 1,349 and was awarded his county cap.

Record set

Nicky Hood, of Southampton, established a women's world record of 89.76 m.p.h. for the OS Class III six-litre powerboats on Windermere yesterday. Earlier, she and Rodger Trotman had broken the national record for the class with a speed of 92.17 m.p.h. - a significant improvement on the previous record, 69.54 m.p.h.

Blocked move

Mick Worrall, Oldham's former Great Britain Rugby League forward, dramatically called off his expected move to Swinton yesterday after being offered better terms from Salford. But that move was blocked when Oldham turned down Salford's offer of £45,000, believed to be £10,000 lower than Swinton's bid. Worrall, aged 25, was transfer-listed at £75,000 after asking for a move.

Alen crashes

Markku Alen, of Finland, was forced to retire from the San Remo rally yesterday. He was reported uninjured after spinning off the road on a special stage near Bologna, but wrecked his Lancia Delta car. Just before the accident, Alen had improved from fifth to third overall, 3min 43sec behind the leader, Massimo Biasion, of Italy, driving a similar works car.

Butcher: opener on the move

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